

# GRAIN DEALERS' JOURNAL

Published on the 10th and 25th of each month by the Grain Dealers Company.

Vol. XII. No. 4.

CHICAGO, ILL., FEBRUARY 25, 1904.

IF PAID IN ADVANCE,  
ONE DOLLAR PER YEAR.

## C. A. FOSTER

RECEIVER AND SHIPPER  
ANY RAILROAD

### Grain, Hay and Feed

McCance Block, Cor. 7th Ave. & Smithfield St.  
PITTSBURG, PA.

Reference: The Colonial Trust Co., Pittsburg, Pa.

## BABCOCK & HOPKINS.

Shippers of **RENSELAER, IND.,**

**CORN OATS** White and Mixed  
**RYE** Clipped and Natural

Grain Warehouses at Rensselaer, Parr.  
Fair Oaks and Rose Lawn, Ind.

We will buy your damp grain or dry it for you at a  
very reasonable price and guarantee satisfactory  
work. Correspondence Solicited.

## Try

Our Special Brand of White Oats

**MCCRAY, MORRISON & CO.,**

Grain Shippers, Kentland, Ind.

## Tyng, Hall & Co.

### GRAIN COMMISSION

33-35 Chamber of Commerce

Correspondence Solicited. PEORIA, ILL.

## The "CALUMET" and Western Elevator Co.

CAN HANDLE YOUR GRAIN

Chicago. St. Louis. Minneapolis.

Consignments or Future Orders

## R. S. McCAGUE,

Buyer and Shipper of

Grain, Hay and Millfeed,

PITTSBURG, PA.

## G. P. ROSE & CO.

### GRAIN BUYERS AND DEALERS

Consignments Solicited.

NASHVILLE, - TENN.

## The Value

of an "ad" is not measured by  
what it costs, but by what it  
pays the advertiser.

## Connor Bros. & Co.

Receivers and Shippers of

### GRAIN AND HAY

FUTURE ORDERS EXECUTED

ST. LOUIS.

## GEO. F. REED

### Grain Shippers' Agent

20 years' experience in New England  
and New York State car lot business

202 Chamber of Commerce, Boston, Mass.

We are buyers of

## Seed Corn

Large White and Yellow Dent, Leaming,  
and other leading varieties. Please send  
samples and prices.

The Steel, Briggs Seed Co., Limited  
Toronto, Ont., Canada.

THOMAS E. WELLS. BENJAMIN S. WILSON.

## T. E. WELLS & CO.

Commission Merchants

### Grain, Provisions, Stocks & Bonds

1011-1017 Royal Insurance Bldg.  
CHICAGO

Experienced and capable men in all  
departments. W. M. Timberlake in  
charge of cash grain department.

## DUDLEY M. IRWIN

# BARLEY

70-71 Board of Trade

BUFFALO, N. Y.

## COMPLETE EQUIPMENTS for GRAIN ELEVATORS

OF ANY CAPACITY.

CONVEYING, ELEVATING AND POWER TRANSMITTING MACHINERY.

ROPE TRANSMISSIONS.

CALDWELL HELICOID CONVEYOR

The Only Perfect Spiral Conveyor.

Our new Catalog No. 26 (440 pages, cloth bound), will be sent upon request.

Eastern Sales & Engineering Office, 410-95 Liberty St., New York, N. Y.  
Southeastern Sales & Engineering Office, 917 Empire Bldg., Atlanta, Ga.  
Southwestern Sales & Engineering Office, 202 Trust Bldg., Dallas, Tex.

H. W. CALDWELL & SON CO.  
Western Avenue, 17th-18th Street . . . CHICAGO, ILL.



# TOLEDO PRODUCE EXCHANGE MEMBERS

Established 1877.  
F. W. Rundell. J. E. Rundell.  
**W. A. RUNDSELL & CO.**  
GRAIN AND SEED MERCHANTS.  
We buy, delivered Toledo or f. o. b. your station.  
Personal attention to consignments and trades in  
"futures." Daily market letter free.  
Correspondence solicited.  
Room 33, Produce Exchange, Toledo, Ohio.

**National Milling Co.**  
TOLEDO, OHIO  
DAILY FLOUR CAPACITY 4,000 BBLs.  
ELEVATOR CAPACITY 1,500,000 BU.  
Always in the market for milling wheat;  
ask for our daily bids.

Be Friendly. Established 1846. Write Occasionally.  
**C. A. KING & CO.**  
TOLEDO, OHIO.  
Grain and Clover Seed, spot and futures.  
Special Market and Crop Reports Free.  
MEMBERS } Toledo Produce Exchange.  
Chicago Board of Trade.

S. C. REYNOLDS. C. L. REYNOLDS. F. J. REYNOLDS.  
**REYNOLDS BROS.**  
GRAIN AND SEEDS  
24, 25 & 26 Produce Exchange, TOLEDO, O.  
Offer us your grain and seeds: consign it,  
or ASK FOR BIDS.

**ZAHM**  
Established 1879.  
J. F.  
**ZAHM & CO.**  
J. F. ZAHM P. W. JAEGER P. MAYER  
GRAIN AND SEEDS.  
CASH AND FUTURES.  
TOLEDO, - - OHIO.

WILLIAM R. WORTS. ARTHUR B. EMMICK.  
**WORTS & EMMICK,**  
Grain and Commission 47 Produce Exchange  
Toledo, Ohio  
SPOT AND FUTURES. If you do not receive  
our bids ask for them. We will bid you no  
matter where you are located. Let us handle  
your consignments. Our motto: Success to  
our patrons. Try us.

**THE TOLEDO FIELD SEED CO.,**  
TOLEDO, O.  
CLOVER AND TIMOTHY SEED.  
Consignments Solicited.  
— ASK FOR OUR DAILY BIDS. —  
SEND US YOUR SAMPLES.

**J. J. COON**  
GRAIN, SEEDS AND FEED.  
61 PRODUCE EXCHANGE  
TOLEDO, O.  
CONSIGNMENTS SOLICITED.  
ASK FOR OUR DAILY BIDS.

**PRINE & POTTER**  
Buyers and Shippers of  
**FIELD SEEDS**  
236-238 Cherry St., Toledo, O.

**The Toledo Salvage Co.**  
Buyers of  
**OFF GRADES and  
SALVAGE GRAIN**  
Toledo, - - - OHIO

**An Enterprising Receiver**  
OF TOLEDO  
who wants business from regular  
country shippers will place his  
announcement here.

## WIRE, WRITE OR PHONE UNITED GRAIN COMPANY CHICAGO, TOLEDO OR BUFFALO

Successor to Churchill & Company; The Paddock-Hodge Company; The Churchill-White Grain Company  
We buy delivered either of these points, or f. o. b. your stations. Fire proof elevators and seed houses. Unlimited  
storage capacity for grain and seed. Storage capacity 6,000,000. Unloading capacity 300 cars daily.  
Clipping Capacity 175,000 Daily. We trade in futures.

## NEW YORK PRODUCE EXCHANGE MEMBERS.

**Forbell & Tilson**  
COMMISSION MERCHANTS  
GRAIN, MILL FEEDS, HAY.  
OATS A SPECIALTY.  
— CONSIGNMENTS SOLICITED —  
342 Produce Exchange, NEW YORK CITY.

**CARSCALLEN & CASSIDY**  
RECEIVERS  
**GRAIN-HAY**  
Liberal advancements on consignments.  
110-112-14 Pavonia Ave. Jersey City, N. J.  
109-111 Ninth Street,

**Table of Legal Weights**  
This table shows the legal weights in pounds  
per bushel of grain and grain products, etc.,  
as provided for by law. This book is well  
bound in a strong cloth cover. Price 50 cts.  
For sale by  
**GRAIN DEALERS CO.,**  
255 La Salle St. CHICAGO, ILL.

## PHILADELPHIA COMMERCIAL EXCHANGE MEMBERS.

.... Established 1874  
**Chapin & Co.**  
Want price on Oats, Corn,  
Mill Feed and Hay, delivered  
Philadelphia rate  
points for shipment, any  
line. Members Grain Dealers  
National Assn., and  
National Hay Assn. It will  
pay you to write or wire us.  
Send samples.  
155-158 Bourse  
Philadelphia, Pa.

**L. F. MILLER & SONS,**  
Receivers and Shippers of  
Grain, Feed, Seeds, Hay, etc.  
CONSIGNMENTS SOLICITED.  
Office, 2931 N. Broad St., PHILADELPHIA, PA.  
Elevator and Warehouse,  
Germantown Jct., P. R. R.

Established 1863.  
**E. L. ROGERS & CO.**  
COMMISSION MERCHANTS,  
Receivers and Exporters.  
Grain, Feed, Hay, Straw, Etc.  
**PHILADELPHIA, PA.**  
358 Bourse Building.

### MEMPHIS.

**John Wade & Sons,**  
GRAIN BUYERS AND DEALERS  
Members Merchants' Exchange.  
MEMPHIS, TENN.

ESTABLISHED 1886.  
**L. J. LOGAN & CO.**  
Buyers of Car Loads only  
**Grain, Feed, Hay**  
Correspondence Solicited.  
478 BOURSE BLDG., PHILADELPHIA.



# BUFFALO CHAMBER OF COMMERCE MEMBERS.

**J. A. SEYMOUR, JR.**  
Grain Commission  
Consignments Solicited  
47 CHAMBER OF COMMERCE, BUFFALO, N. Y.  
Member Grain Dealers Nat'l Ass'n.  
Chamber of Commerce

**W. W. ALDER,**  
Consign Your Grain to a Strictly  
**Commission Merchant.**

**HENRY D. WATERS**  
Grain Commission Merchant  
CONSIGNMENTS SOLICITED.  
54 Board of Trade. BUFFALO, N. Y.

**SALVAGE GRAIN WANTED**  
I buy **Salvage** grain of all kinds.  
Write or wire me.  
**WM. B. GALLAGHER,**  
72 Pearl Street BUFFALO, N. Y.

OUR SPECIALTIES—Quick Returns and  
Careful Guarding of our Shippers' Interests  
Correspondence Invited.  
Write for Buffalo Market Letter.  
83 BOARD OF TRADE, BUFFALO, N. Y.

**WHITNEY-ECKSTEIN SEED CO.,**  
BUFFALO.  
Wholesale Seed and  
Grain Merchants . .  
Invite offers for spot and future delivery of  
Grass and Field Seeds and Grain. Ad-  
vances made on consignments.

**CLARK'S CAR REGISTER**  
*is designed especially to facilitate  
finding of record of any car.  
A time and labor saver. Invalu-  
able to receivers.*  
**Grain Dealers Co., Chicago, Ill.**


**If You Want**  
regular country shippers to  
become familiar with your firm  
name, place your "ad" here.

**PRATT & CO.**  
Grain Commission Merchants  
Correspondence solicited  
76 and 77 Board of Trade  
BUFFALO, N. Y.

A TRIAL SHIPMENT WILL CONVINCE  
YOU THAT WE ARE IN A POSITION TO  
GIVE YOU BEST POSSIBLE RESULTS  
WE SOLICIT YOUR CONSIGNMENTS  
**Burns Brothers**  
44 Board of Trade  
BUFFALO, N. Y.  
QUICK SALES IMMEDIATE RETURNS  
RELIABLE REPORTS  
Members Grain Dealers National Association  
Buffalo Chamber of Commerce

Ship your  
**GRAIN**  
to  
**S. M. Ratcliffe**  
COMMISSION MERCHANT  
84 Chamber of Commerce,  
BUFFALO, N. Y.  
Also Dealer in  
HAY AND STRAW

**I Absorb**  
Thousands of cars of  
Corn, Oats, Rye and  
Wheat every season.  
Try me with your ship-  
ments. Will buy out-  
right or handle on con-  
signment.  
**S. W. YANTIS**  
31-32 Chamber of Commerce  
BUFFALO, N. Y.



# BALTIMORE CHAMBER OF COMMERCE MEMBERS.

**The William Hopps Grain & Hay Co.**  
*Buyers, Receivers and Shippers*  
GRAIN, HAY AND FEED STUFFS.  
Advances made on consignments. Hay and  
Ear Corn Wanted.  
SPEARS WHARF, - - BALTIMORE, MD.

W. G. Bishop. J. M. Frisch.  
**W. G. BISHOP & CO.**  
Commission Merchants  
GRAIN, HAY AND SEEDS.  
316 North St. BALTIMORE, MD.  
References—Dun, Bradstreet and First Na-  
tional Bank, Baltimore.

**Chas. England & Co.**  
COMMISSION MERCHANTS  
GRAIN, HAY, SEEDS  
32 South Holiday Street BALTIMORE, MD.

**THOS. H. BOTTS & CO.**  
Commission Merchants  
Grain, Seeds, Flour  
Liberal Advances Made on Consignments.  
49-51 Chamber of Commerce.  
Baltimore, Md.

**WM. G. SCARLETT & CO.**  
DEALERS IN  
GRASS AND FIELD SEEDS

GRAIN HAY SEED  
**J. A. MANGER & CO.**  
Commission  
BALTIMORE, MARYLAND

**CLARK'S CAR REGISTER**  
Shows at a glance where to look for the  
record of any car of grain. It is made of  
heavy ledger paper, is well bound and in-  
dexed. Size 11x14½ in.  
No. 40 contains spaces for 9,000 cars, \$1.50  
No. 42 contains spaces for 17,000 cars, 2.50  
GRAIN DEALERS COMPANY  
255 La Salle St., Chicago

WE ARE BUYERS OF Clovers, Alfalfa,  
Timothy, Millets, Hungarian, Orchard  
Grass, Blue Grass, Red Top, Meadow Fes-  
cue, Spring Rye, Kafir Corn, Cane, Gar-  
den Peas, Field Peas, Beans, etc., etc.  
WE ARE SELLERS OF Imported Natural  
Grasses, Alfalfa, Dwarf Essex Rape, Crim-  
son Clover, Cow Peas, Soja Beans, Crushed  
Oyster Shells for Poultry, etc., etc.  
Correspondence Solicited.  
Offices, 226 Spears Wharf, BALTIMORE, MD.

**G. A. HAX & CO.**  
Commission Merchants  
GRAIN, HAY & SEEDS  
445 North St., BALTIMORE, MD.



## CHICAGO BOARD OF TRADE MEMBERS.

**J. P. MACKENZIE**  
with Frank Marshall  
*Receivers and Shippers*  
253 La Salle Street  
CHICAGO, ILL.

**ARMOUR GRAIN CO.**  
**GRAIN** BUYERS  
DEALERS  
205 LA SALLE ST., CHICAGO.

**Rumsey & Company,**  
Successors to Rumsey, Lightner & Co.  
**COMMISSION MERCHANTS**

Grain, Provisions and Seeds  
Cash and Future Deliveries.  
97 Board of Trade  
CHICAGO.

**Wanted** Grain  
and Hay

Consign your next shipment to us and you will get good sale and prompt returns.

**Bridge & Leonard**

62 Board of Trade  
Chicago, Ill.

## MEMBERS:

Chicago Board of Trade  
St. Louis Merchants Exchange  
Milwaukee Chamber of Commerce  
Grain Dealers National Assn.  
National Hay Association.

**TROUBLES** behind and **MONEY** ahead

By Shipping to

**LASIER & HOOPER.**

Receivers ——— Shippers

102 & 103 RIALTO BLDG., CHICAGO.

**W. R. Mumford Co.**  
**GRAIN COMMISSION**  
430 RIALTO BUILDING, CHICAGO  
79 Chamber of Commerce, Minneapolis  
Milwaukee, St. Louis, Kansas City  
Members Different Exchanges.

**Willis Counselman & Co.**  
Grain Commission Merchants,  
240 La Salle St., Chicago, Ill.

Consignments given personal attention. Long experience enables us to handle grain to best advantage. Orders for grain futures promptly executed.

JAMES E. BENNETT.

**THOMAS BENNETT & CO.**

(ESTABLISHED 1880.)

**GRAIN**

RECEIVERS AND SHIPPERS

SOLICIT YOUR CONSIGNMENTS AND ORDERS FOR FUTURE DELIVERY

68 Board of Trade, CHICAGO.

Phone Harrison 1119.

**JAMES H. MILES, Manager,**  
Receiving and Shipping Dept.

Established 1886

**Mueller & Young Grain Co.**

SPECIALTIES:

**BARLEY AND OATS**

2 Sherman Street

CHICAGO

**JOHN WEST & CO.,**  
(ALBERT L. WEST)

**COMMISSION MERCHANTS,**

Grain, Seeds, Provisions.

604 Royal Ins. Bldg.,

Phone Harrison 685.

CHICAGO.

**D. C. HOFFMAN**

Makes a Specialty of

**MILLING WHEAT**

Write or telegraph for prices

Member

Chicago Board of Trade.

RIALTO BLDG.,

CHICAGO, ILL.

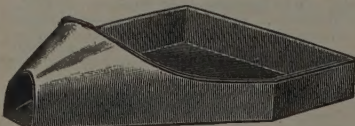
**CONSIGNMENTS**

of grain as well as speculative accounts are given our personal attention. We will mail our market letter free to all who apply. Write to-day, a postal will do.

**E. W. WAGNER,** 99 Board  
of Trade  
CHICAGO, ILL.

**Grain Sample Pan**

For Examining Samples of Grain and Seeds



Made of Alluminum. The lightest pan made, will not Rust or Tarnish, always stays bright.  
Grain Size, 2½x12x16½ Ins. .... \$1.25  
Seed Size, 1½x9x11 Ins. .... \$1.00  
Grain Dealers Co., 255 La Salle St., Chicago, Ill.

**Quotation Record**

(FORM 97)

is sheets of bond paper ruled to facilitate keeping a daily record of the market prices of options on 'Change. Each sheet or chart is headed "Board of Trade Quotations for the Week Commencing Monday—, 190—." Each sheet has twelve columns provided for different options, four for Wheat, four for Corn and four for Oats; also spaces for the market on each at 9:30, 10, 11 and 12 o'clock and the close, as well as the closing price the previous week.

As a handy reference record of market prices it has no equal. Each sheet is 9½x9½ inches and has spaces for one week's record. The sheets are put up in blocks of sixty—a year's supply and sold for 75 cents by the

**GRAIN DEALERS JOURNAL**

255 La Salle St., Chicago, Ill.



# CHICAGO BOARD OF TRADE MEMBERS.

**Gerstenberg & Co.**  
**COMMISSION**  
**MERCHANTS**  
**CHICAGO**  
 Personal Attention Given to Selling  
 Grain and Seeds by Sample  
**BARLEY A SPECIALTY**  
 Orders for Future Delivery Solicited  
**TRY US AND YOU WILL BE WELL PLEASED**

77 Board of Trade.



77 Board of Trade.

**Commission Merchants**  
 Correspondence Solicited.

H. Hemmelgarn. P. H. Schiffelin.  
**H. Hemmelgarn & Co.,**  
**COMMISSION MERCHANTS.**  
 315-318 Rialto Building, - Chicago.  
 Consignments of  
 Grain and Seed a Specialty.  
 Orders for Future Delivery  
 Promptly Executed.  
**Daily Market Letter**  
 Mailed Upon Application.

W. F. JOHNSON GEO. A. WEGENER  
**W. F. JOHNSON & CO.**  
 Grain, Seed and Provision  
**Commission Merchants**  
 Orders for future delivery carefully executed  
 Consignments and Correspondence Solicited  
 Room 59, Board of Trade, CHICAGO

**CIFER CODES**  
 ALL KINDS.  
 WRITE FOR CATALOG TO  
**Grain Dealers Company,**  
 CHICAGO, ILL.

Barley Timothy  
 Oats **F. E. WINANS** Clover  
 Wheat **Commission Merchant** Flax  
 Corn 6 Sherman St. Hungarian  
 Rye CHICAGO Millet  
 Timothy Seed a Specialty.



66 BOARD OF TRADE CHICAGO.

Receiver  
 and Shipper  
**Sam Finney**  
 Commission Merchant,  
 425 & 426 Rialto Bldg.  
 CHICAGO,  
 ILL.

My Personal  
 attention given  
 consignments

Your orders  
 for cash and  
 futures solicited

**When**  
 We handle your grain you  
 get the benefit of the best  
 service. Why not send us  
 your cash grain and future  
 orders.  
**H. D. WETMORE & CO.,**  
 512 Rialto Bldg.  
 Chicago, Ill.

W. S. SEAVERN. H. A. PORITZ.  
 Established 1856.  
**I. N. ASH & CO.**  
 RECEIVERS OF  
**GRAIN AND SEEDS.**  
 76 Board of Trade, Chicago.

**J. ROSENBAUM GRAIN CO.,**  
**Grain Merchants**  
 CHICAGO

**CRIGHTON & CO.,**  
**GRAIN AND SEEDS.**  
 Prompt Personal Attention to Consignments and Orders for Futures.

Write for my  
**"Grain Trade Talks"**  
**Edward G. Heeman**  
 70 Board of Trade,  
 Member Chicago Board of Trade. CHICAGO

**COMMISSION MERCHANT ONLY.**  
 Doing no trading whatever on my own account, which enables  
 me to judge the market from an unbiased standpoint.

All business transacted through  
 and confirmed by Hately Bros.

Consignments of cash grain and orders in  
 futures have my personal attention.

My "GRAIN TRADE TALKS" are published in full in the Chicago Evening Post  
 and Chicago Journal. Will send either paper free to customers.

WRITE FOR OUR DAILY MARKET LETTER

J. H. WARE  
 E. F. LELAND  
 C. W. LEE  
 F. J. FAHEY

**CONSIGN**  
 YOUR GRAIN AND SEEDS AND  
 SEND YOUR ORDERS TO  
**WARE & LELAND**  
 200-210 Rialto Building,  
 CHICAGO.

For GRAIN, PROVISIONS,  
 STOCKS AND  
 COTTON.

YOUR INTERESTS ARE OUR INTERESTS.



## CHICAGO BOARD OF TRADE MEMBERS.

CAPITAL, \$250,000 SURPLUS, \$50,000  
**HULBURD, WARREN & CO.**  
 (INCORPORATED)  
**Commission Merchants**  
 47 Board of Trade  
 CHICAGO

Established 1879  
**WARNER & WILBUR**  
**COMMISSION MERCHANTS**  
 Grain, Seeds and Screenings a Specialty.  
 Consignments and orders in futures solicited.  
 Satisfactory reference furnished.  
 417-419 Royal Insurance Building, Chicago

**Bentley-Jones Grain Co.,**  
**Commission Merchants,**  
 Selling of Grain and Seeds a specialty.  
 Orders for future delivery carefully executed.  
 Your interests are our interests.  
 Try us.  
 73-74 Board of Trade, Chicago.

**A. L. SOMERS & CO.**  
**Commission Merchants**  
**GRAIN AND FIELD SEEDS**  
 Orders for futures carefully executed.  
 Rooms 602-603, No. 226 LaSalle St., Chicago, Ill.  
 Write for samples to show Chicago values.



**W. H. LAIDLEY & CO.**  
 Members Chicago Board of Trade  
**BROKERS**  
 GRAINS, PROVISIONS  
 STOCKS AND BONDS  
 Send us your consignments  
 186-190 LaSalle St.  
 CHICAGO

MINNEAPOLIS MILWAUKEE  
**W.A. FRASER CO.**  
 Consignments and  
 Future Delivery Orders Solicited.  
 714-715 Royal Ins. Bldg. CHICAGO

**Chicago Grain & Elevator Co.**  
**GRAIN AND COMMISSION MERCHANTS**  
 Your cash grain and trades in futures solicited.  
 240 La Salle Street, CHICGO.

**W. H. MERRITT & CO.**  
**Grain Buyers & Shippers**  
 CORRESPONDENCE SOLICITED.  
 87 Board of Trade, CHICAGO, ILL.

**Illinois Sugar Refining Co.**  
 General Offices: The Rookery, CHICAGO  
 WAUKEGAN, ILL. } FACTORIES: { PEKIN, ILL.  
 GENEVA, ILL. } VENICE, ILL.  
**BUYERS OF CORN**  
 Daily Consumption 65,000 Bushels.  
 JOS. P. GRIFFIN, Manager Grain Dept.

**Bartlett, Frazier and Carrington**  
**GRAIN**  
 Western Union Bldg., Chicago, Ill.

**THE GLUCOSE SUGAR REFINING CO.**  
 General Offices: The Rookery, CHICAGO.  
 Chicago, Ill. FACTORIES: Rockford, Ill.  
 Peoria, Ill. Marshalltown, Ia. Davenport, Ia.  
**BUYERS OF CORN**  
 Consumption 100,000 Bushels Daily.  
 JOS. P. GRIFFIN, Mgr: Grain Dept.



**LOWELL HOIT & CO.,**  
**Grain Commission Merchants**  
 52 Board of Trade, Chicago.

## "The Theory of Investment and Speculation"

BY

**ROLLIN E. SMITH**

Member { Chicago Board of Trade  
 { Minneapolis Chamber of Commerce

Formerly associate editor of the "Northwestern Miller," and managing editor of the "Commercial West."

### A 125-PAGE BOOK

EVERY BUSINESS MAN SHOULD HAVE IT. SUCH A TREATISE ON THE MARKET HAS NEVER BEFORE BEEN WRITTEN

PRICE 50 CTS. BY MAIL, 55 CTS.

**ROLLIN E. SMITH,** Minneapolis, Minn.  
 73 Chamber of Commerce.



# MILWAUKEE CHAMBER OF COMMERCE MEMBERS.

Established 1864.  
**I. H. LOWRY & CO.,**  
 Grain Commission Merchants  
 64 Mitchell Building  
 BRANCH HOUSES: MILWAUKEE, WIS.  
 62 Wheeler Bldg., Chicago, Ill.  
 821-22-23 Chamber of Commerce, Minneapolis.

Established 1882.  
**Franke Grain Company**  
 GRAIN AND MILL FEED  
 41 and 42 Chamber of Commerce  
 MILWAUKEE, WIS.  
 We Buy Grain F. O. B. Station.  
 Please write for bids.

**CHAS. R. LULL**  
 Receiver and Shipper of  
**GRAIN, FLOUR, FEED and HAY**  
 43-44 Chamber of Commerce, MILWAUKEE, WIS.  
 Will make track bids on Corn,  
 Wheat and Oats.

**Milwaukee Elevator Co.**  
 MILWAUKEE, WIS.  
**Grain Merchants**

THE  
**BARLEY HOUSE**

**Robinson's**  
**Cipher Code (Revised).**  
 Bound in leather, gilt edges.....\$2.00  
 Bound in cloth..... 1.50  
 Your name in gilt letters on front cover  
 25 cents extra.  
**GRAIN DEALERS COMPANY**  
 255 La Salle St. Chicago.

# MINNEAPOLIS CHAMBER OF COMMERCE MEMBERS.

**The Van Dusen-Harrington Co.**  
**GRAIN** # Make advances  
 on bills lading.  
 COMMISSION,  
 MINNEAPOLIS and DULUTH.  
 Sell by sample and make prompt returns.

DULUTH CHICAGO  
**E. A. BROWN & CO.**  
 GRAIN COMMISSION  
 Wholesale Coal  
 MINNEAPOLIS, MINN.  
 Consignments Solicited. Prompt Returns  
 Guaranteed.

R. Troendle, Pres. E. H. Tryon, Treas.  
 E. G. Terwilliger, Secy.  
**SPENCER GRAIN CO.**  
 COMMISSION.  
**Barley a Specialty.**  
 Chicago, Milwaukee, Minneapolis, Duluth

**Marfield-Griffiths Co.**  
 GRAIN COMMISSION  
 Offices: CHICAGO, MINNEAPOLIS,  
 DULUTH, MILWAUKEE.  
 Correspondence Solicited.

**Shippers**  
 in the Northwest read this page;  
 your "ad" will be read too if you  
 place it here.

Wm. H. Dunwoody, Pt. Jas. S. Bell, Vice Pt.  
 G. G. Barnum, Secy. and Treas. A. C. Smith, Mgr.  
**Barnum Grain Co.**  
**RECEIVERS AND SHIPPERS**  
 MINNEAPOLIS, DULUTH, MILWAUKEE, CHICAGO

# ST. LOUIS MERCHANTS EXCHANGE MEMBERS.

**PICKER & BEARDSLEY**  
 Commission Merchants  
**Grain, Hay and Grass Seed**  
 Largest receivers of consigned seed  
 in this market.  
 ST. LOUIS, MO.

W. W. POWELL,  
 Manager Receiving Department.  
**SHERRY-BACON GRAIN CO.**  
 213 MERCHANTS' EXCHANGE  
 ST. LOUIS - - MO.

**Daniel P. Byrne & Co.**  
 SUCCESSORS TO  
 Redmond Cleary Com. Co.  
 Established 1854. Incorporated 1857.  
**Grain, Hay and Seeds,**  
 Chamber of Commerce, ST. LOUIS, MO.

**BRINSON-WAGGONER GRAIN CO.**  
 Receivers and Shippers of Grain  
 Future Orders Executed  
 ST. LOUIS, MO.

**Car Load Tables**  
 Reduce pounds to bushels in car load lots. Oats (32 lbs.), six  
 tables, 20,000 to 80,000 lbs. Corn (56 lbs.), eight tables,  
 20,000 to 108,000 lbs. Wheat (60 lbs.), eight tables, 20,000 to  
 108,000 lbs. Barley (48 lbs.) six tables 20,000 to 86,000 lbs.  
 The tables are printed in two colors on good paper. Price,  
 \$1.50.  
**GRAIN DEALERS JOURNAL, 255 LaSalle St., Chicago, Ill.**

# BOSTON CHAMBER OF COMMERCE MEMBERS.

**I WANT**  
 the Account and Representation of a good Chicago  
 Elevator Concern to do a Lake and Rail Shipping business  
 into New England to start the Season of 1904.  
 To such an Account we can give Proper Attention and  
 have every facility to get the business if the Chicago  
 end will put it up to us.  
**EUGENE McDONALD, Grain Broker,**  
 Chamber of Commerce. Boston, Mass.

**THOMAS RONALD**  
 209 Chamber of Commerce,  
 Boston, Mass.  
 Member of Boston Chamber of Commerce,  
 Buffalo Board of Trade. Grain Dealers National  
 Association. Brokerage accounts de-  
 sired. 15 years' experience.

**YOU**  
 Can find no present more ac-  
 ceptable to the progressive grain  
 dealer than a paid up subscription  
 to the Grain Dealers Journal.



## PITTSBURG GRAIN AND FLOUR EXCHANGE MEMBERS.

**DANIEL McCAFFREY'S SONS CO.**  
**Prime Yellow Ear Corn Wanted.**  
 PITTSBURG, PA.  
 Reference, Duquesne National Bank.  
 Estab. 1867. Consignments Solicited.

**GEIDEL & CO.**  
 Leading Mill Feed Dealers  
**GRAIN, HAY AND STRAW**  
 Members National Hay Association;  
 Pittsburg Grain and Flour Exchange  
 PITTSBURG, - - - - - PA.

**YELLOW EAR CORN**  
**WANTED**  
 CARLOADS Address  
**SAMUEL WALTON**  
 No. 8 Wood St. PITTSBURG, PA.

## COLUMBUS

**Hardman & Heck**  
 Buyers, Receivers and Shippers of  
**Grain, Hay & Mill Feed**  
 Advances made on consignments.  
 PITTSBURG, PA.

**Columbus Grain & Elevator Co.,**  
 Columbus, Ohio.  
**Oats a Specialty.**  
 Correspondence Solicited.  
 Proprietor of Columbus Transfer Elevator.

**GEIDEL & DICKSON,**  
 Receivers and Shippers,  
**Grain, Hay and Feed**  
 432 and 434 Seventh Ave.  
 PITTSBURGH, PA.  
 Members National Hay Association.  
 Liberal Advances on Consignments.

## KANSAS CITY BOARD OF TRADE MEMBERS.

**Kansas City Seed & Grain Co.**  
 KANSAS CITY, MO.

**SPECIALTIES:** Millet, Cane, Kaffir Corn, Alfalfa, Timothy, Clover, Seed Rye, Barley, Red Oats, Red Cob Ensilage Corn, Turkey Hard Wheat, etc.

Kay H. Beach. Robinson's Cipher. M.L. Keever

**BEACH-KEEVER**  
**GRAIN CO.**

Try us with consignments of grain.  
 We also handle options.  
 344 Board of Trade, Kansas City, Mo.

## Your Grain.

Ship it to us and thus realize top prices and prompt returns. We are equipped to fill orders for futures, promptly, too, in either Chicago, Kansas City or St. Louis markets.

**Ernst-Davis Grain Co.**

KANSAS CITY, MO.

Members Kansas City Board of Trade, Chicago Board of Trade and St. Louis Merchants Exchange.

**GEO. A. ADAMS GRAIN CO.**

Good Milling Wheat Our Specialty

Orders Executed in Futures  
 on All Exchanges : : :

Board of Trade, KANSAS CITY, MO.

**STOP!!!**

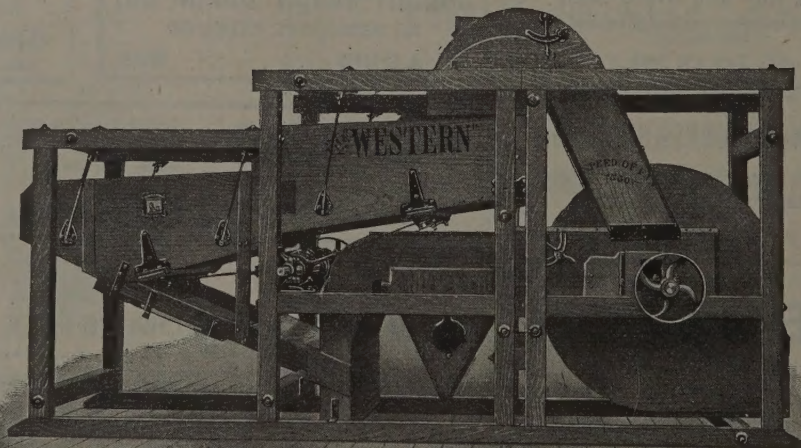
a minute. Why not ship your grain to **Benton Grain Co.**  
 238 Board of Trade, Kansas City, Mo. **DO IT**  
 and you will get the top of the market and prompt returns every time.

## “Western” Shaker Cleaner

Cleans corn, wheat or oats perfectly without changing screens. Using one on your grain will insure enough better grades to pay for it.

“Western”  
Corn  
Sheller

is designed especially for grain warehousemen. It has large capacity and is well built. Its improved adjusting lever makes it possible to adjust the cylinder to any kind or condition of corn while running. Made in eight sizes. Write for catalog and discounts.



Side View of Western Shaker Cleaner.

**MANUFACTURED**  
**BY**

**UNION IRON WORKS**

**DECATUR,**  
**ILLINOIS**

We make a specialty of the machinery and plans for modern elevators—employing a licensed architect.



## RECEIVERS, SHIPPERS AND BROKERS.

NEWARK, N. J.

**F. A. Champlin & Co.**  
Receivers & Distributors

**GRAIN, HAY &  
MILL FEEDS**

Oats & Hay a Specialty  
Liberal Advances on Consignments.  
Reference: Nat'l Newark Banking Co.  
**NEWARK, N. J.**

CAIRO

**H. L. Halliday Milling Co.**  
WHEAT, CORN AND OATS,  
CAIRO, ILL.  
Elevator Capacity 500,000 Bushels.

INDIANAPOLIS.

'Phone No. 80.  
**BASSETT GRAIN CO.**  
Commission  
Rooms 33 and 35 Board of Trade  
INDIANAPOLIS, IND.  
Both Cash Grain and Option Departments

COLUMBUS, GA.

**DAN JOSEPH**  
Grain, Hay, Flour, Provisions  
Warehouse Capacity 100 Cars  
Member:  
Grain Dealers National Association.  
National Hay Association.  
The Texas Grain Dealers Association.

BATTLE CREEK.

**McLANE, SWIFT & CO.**  
Buyers of Wheat, Corn, Natural and  
Clipped Oats, Choice Rye.  
Write for bids—your track.  
Grain Elevators on Grand Trunk Railway.  
**BATTLE CREEK, MICH.**

SAVANNA, ILL.

**GRIFFITH-HALL GRAIN CO.**  
**BARLEY**  
Send Samples  
for Bids  
**SAVANNA, ILL.**

GREENVILLE.

**E. A. GRUBBS GRAIN CO.**  
GREENVILLE, OHIO  
Car lots any road. Want to corre-  
spond with dealers on Pan-Handle,  
Vandalia and T. P. & W. Can at  
times use divided cars.

JACKSON, MICH.

**Stockbridge Elevator Co.**  
Buyers and Shippers of  
**Grain and Beans,**  
**JACKSON, MICH.**

PEORIA.

**SHIP TO PEORIA.**  
**P. B. & C. C. MILES**  
GRAIN COMMISSION MERCHANTS  
Rooms 36 & 37 Board of Trade  
Established 1875.  
**PEORIA, ILL.**

WHEELING

H. H. DAUM, Mgr.  
**Produce & Grain Co.**  
Wheeling, W. Va.  
Buyers  
Ear Corn, Oats, Hay and Feed,  
Special attention given consignments

CLEVELAND, O.

**THE UNION ELEVATOR CO.,**  
BUYERS AND SHIPPERS  
Wheat, Corn, Oats, Hay and Straw  
... Our Specialty ...  
Recleaned Yellow Shelled Corn and  
White Oats.  
**CLEVELAND, OHIO**

EVANSVILLE

**W. H. SMALL & CO.**  
RECEIVERS AND SHIPPERS  
**GRAIN, SEEDS AND HAY**  
Office, 7 and 9 Upper 1st Street,  
EVANSVILLE, IND.  
Warehouses  
Belt R. R., cor. Penna. and Bellevue Streets

PORTLAND

**EDWARD P. MERRILL,**  
**Grain Broker,**  
**PORTLAND, ME.**

### The Gas and Gasoline Engine and Its Age

Is a practical hand book of questions and answers on difficult problems, which may arise in the care and operation of a Gas or Gasoline Engine. It is a reference book for users and those contemplating the purchase of a gas or gasoline engine. It is well bound in cloth covers, printed on book paper and of convenient size. Profusely illustrated. Price, \$1.00.

GRAIN DEALERS JOURNAL,

255 La Salle St., Chicago, Ill.

COLUMBIA CITY, IND.

**Kraus & Apfelbaum,**  
Columbia City, Ind.

Send us your samples of seed  
and ask for ours.

### Any Weight

of grain up to 100,000 pounds is  
reduced to bushels by Clark's  
Decimal Grain Values, which  
also shows the value of any  
number of pounds in dollars  
and cents.

**GRAIN DEALERS JOURNAL,**

255 LaSalle Street,

CHICAGO,

ILL.

### Machines, Supplies and Businesses

Cannot be placed before the grain dealers and elevator men of the country without advertising. Personal solicitation is so expensive as to preclude its extensive use. Circulars are so cheap they fall in the waste basket unopened.

The only effective method within reasonable cost is to place an advertisement in the **Grain Dealers Journal**. Every copy goes to a live grain man and keeps its advertisements before him night and day. Try it.



#### LLOYD GRAIN TRIER

Barrel 13/4x42 inches (51 inches long over all.) Strongest and most durable on the market. Barrel is steel with cast steel point. Plunger is seasoned maple accurately fitted. In use for years by some of the largest inspectors in the country. Price, each, \$7.50.

**GEO. E. LLOYD & CO., 194 So. Clinton St., CHICAGO.**



# DIRECTORY OF GRAIN RECEIVERS, SHIPPERS, BROKERS, TRACK BUYERS.

**BALTIMORE.**

Bishop, W. G., & Co., grain, hay.\*  
 Botts & Co., Thos. H., grain, seeds, hay.\*  
 England, Chas., & Co., grain, hay.\*  
 Frame, Knight & Co., commission.  
 Hammond & Snyder, receivers, exporters.\*  
 Hax, G. A., & Co., grain, hay, seeds.\*  
 Hopps, William, Grain & Hay Co., grain.\*  
 Manger, J. A., & Co., grain, hay, seed.\*

**BATTLE CREEK, MICH.**

McLane, Swift & Co., grain buyers.\*

**BOSTON, MASS.**

Reed, Geo. F., grain shipper's agent.\*  
 Ronald, Thomas, grain and mill feed.\*

**BUFFALO.**

Alder, W. W., strictly commission.\*  
 Anderson & Co., H. G., grain, mill feeds.\*  
 Buffalo Cereal Company, grain.\*  
 Burns Bros., grain commission.\*  
 Gallagher, W. B., damaged grain.  
 Heathfield & Washburn, grain and feed.\*  
 Heinhold, John G., grain and feed.\*  
 Irwin, Dudley M., barley.\*  
 Pratt & Co., grain commission.\*  
 Ratcliffe, S. M., grain shippers' agent.  
 Seymour, Jr., J. A., grain commission.\*  
 Waters, Henry D., grain commission.\*  
 Yantis, S. W., grain and feed.\*

**CAIRO, ILL.**

Halliday, H. L., Milling Co., grain.\*  
 Redman, Magee & Co., grain.\*

**CHICAGO.**

Armour Grain Co., grain buyers.\*  
 Ash, I. N. & Co., grain and seeds.  
 Bartlett, Frazier & Carrington, grain.\*  
 Bentley-Jones Grain Co., grain commission.  
 Bennett, Thos., & Co., receivers, shippers.\*  
 Bridge & Leonard, commission merchants.\*  
 Bryant & Co., grain.\*  
 Calumet & Western El. Co., commission.\*  
 Chicago Grain & Eltr. Co., commission.  
 Counselman, Willis & Co., commission.\*  
 Crighton & Co., grain commission.\*  
 Finney, Sam, commission.\*  
 Fraser, W. A., Co., grain commission.\*  
 Freeman, H. H., & Co., grain, hay, straw.  
 Gerstenberg & Co., grain, seeds.\*  
 Goemann Grain Co., grain buyers.\*  
 Heeman, Edward G., commission.\*  
 Hemmelgarn, H., & Co., commission.\*  
 Hoyt, Lowell & Co., grain receivers.  
 Hulburd, Warren & Co., grain comlsn.\*  
 Irwin, Green & Co., grain commission.  
 Johnson, W. F., & Co., grain, seeds.\*  
 Laster & Hooper, receivers and shippers.\*  
 Mackenzie, J. P., cash grain.  
 Merritt, W. H., & Co., grain, seeds.\*  
 Mueller & Young Grain Co., barley, oats.\*  
 Mumford, W. R., Co., commission.\*  
 Randall & Co., T. D., hay commission.  
 Rogers, H. W., & Bro., grain and seeds.  
 Rosenbaum Bros., receivers, shippers.\*  
 Rosenbaum, J., Grain Co., rec'rs, ship'rs.\*  
 Rumsey & Company, grain commission.\*  
 Sidwell, Geo. H., & Co., grain commission.\*  
 Somers, A. L., & Co., grain, field seeds.\*  
 Warner & Wilbur, grain commission.\*  
 Wagner, E. W., receiver and shipper.\*  
 Ware & Leland, grain, seeds.\*  
 West, John, & Co., grain, seeds.\*  
 Wetmore, H. D., & Co., commission.\*  
 Winans, F. E., grain and seeds.\*

**CINCINNATI.**

Ellis & Fleming, hay, grain.\*  
 Southern Grain Co., grain merchants.  
 The Metzger-Hill Co., grain, hay.  
 Union Grain & Hay Co., grain, hay.

**CLEVELAND, O.**

Bennett, Walter A., grain, hay, mill feed.  
 Strauss & Co., H. M., receivers grain, hay.  
 Union Elevator Co., grain, hay, straw.\*  
 Williams, Edward A., grain, hay, mill feed.

**COLUMBIA CITY, IND.**

Kraus & Apfelbaum, grain and seeds.

**COLUMBUS, O.**

Columbus Grain & Eltr. Co., grain, oats.\*  
 Felty, A., shipper grain and hay.  
 McCord & Kelley, track buyers, shippers.\*  
 Seeds Grain Co., grain and hay.\*  
 Tingley Bros., grain, hay, chop feed.\*

**CRAWFORDSVILLE, IND.**

Crabbs & Reynolds, grain and seeds.

**DAYTON, OHIO.**

Schaeffer & Boroff, buyers, shippers.\*

**DECATUR, ILL.**

Burks, C. A., Illinois grain.\*  
 Dumont, Roberts & Co., gr. dlrs.\*

**EVANSVILLE.**

Small, W. H., & Co., grain, seeds.

**FORT WORTH, TEX.**

Andrews & Ranson, grain, hay, etc.

**GALVESTON, TEX.**

Hanna & Leonard, grain, hay.

**GREENVILLE, OHIO.**

Grubbs, E. A., Grain Co., track buyers.\*

**INDIANAPOLIS.**

Bassett Grain Co., grain commission.  
 Riley, W. J., & Co., grain, feed, hay.\*

**JACKSON, MICH.**

Stockbridge Elevator Co., grain, seeds.

**KANSAS CITY.**

Adams, Geo. A., Grain Co., commission.  
 Beach-Kever Grain Co., grain receivers.  
 Ernst-Davis Grain Co., commission.\*  
 Kansas City Seed & Grain Co., seeds.  
 Morrison Grain Co., commission.  
 Thresher & Fuller, grain commission.

**KENTLAND, IND.**

McCray, Morrison & Co., track buyers.\*

**LOUISVILLE, KY.**

Strater Brothers Grain Co., grain.  
 Thomson, W. A. & Co., buyers of grain.

**MEMPHIS.**

Davis & Andrews, grain dealers, millers.\*  
 Wade, John, & Sons, grain dealers.\*  
 Webb & Maury, grain dealers and eltrs.

**MILWAUKEE.**

Franke Grain Co., grain and feed.\*  
 Krause, C. A., Grn. Co., shp'rs grain, feed.\*  
 Lowry, I. H., & Co., grain commission.\*  
 Lull, Chas. R., grain, feed, hay.\*  
 Milwaukee Elevator Co., barley.\*

**MINNEAPOLIS.**

Barnum Grain Co., receivers, shippers.  
 Brown, E. A., & Co., commission.  
 Marfield-Griffiths Co., grain commission.\*  
 Poehler, H., Company, grain commission.\*  
 Spencer Grain Co., commission, barley.  
 Van Dusen-Harrington Co., commission.\*

**NASHVILLE, TENN.**

Douglas, Byrd & Co., buyers of grain, hay.  
 Harsh Bros. & Co., grain and hay.  
 Hill, Geo. W. & Co., grain and hay.  
 Kerr, S. S., receiver and shipper.  
 Miller & Co., grain commission.  
 Rose, G. P., & Co., grain buyers.\*  
 Wilkes, J. H., & Co., grain, hay.\*

**NEWARK, N. J.**

Champlin, F. A., & Co., grain, hay, feed.

**NEW YORK CITY.**

Carscallen & Cassidy, grain, hay.  
 Forbell & Tilson, grain commission.  
 Reinhardt, Geo. N., & Co., hay, grain.

**NORFOLK, VA.**

Etheridge & Co., D. E., grain brokers.

**PEORIA, ILL.**

Miles, P. B. & C. C., grain commission.\*  
 Tyng, Hall & Co., grain commission.\*  
 Van Tassel Grain Co., receivers, shippers.\*

**PHILADELPHIA.**

Chapin & Co., grain, mill feed.\*  
 Dunwoody, E., & Co., grain and seeds.  
 Logan, L. J. & Co., grain, hay, feed.  
 Miller, L. F., & Sons, grain, seeds, hay.  
 Rogers, E. L., & Co., grain hay.\*

**PITTSBURG.**

Elwood, R. D., & Co., rye, oats, corn.\*  
 Foster, C. A., grain, hay, feed.\*  
 Geldel & Co., grain, hay, straw.\*  
 Geldel & Dickson, grain, hay, feed.  
 Hardman & Heck, grain, hay, mill feed.  
 Keil & Thorne, grain, hay, feed.  
 McCaffrey's, Daniel, Sons Co., grain, hay.  
 McCague, R. S., grain, hay.\*  
 Smith, J. W., & Co., grain, hay, feed.  
 Walton, Samuel, hay, corn, oats.

**PORTLAND, ME.**

Merrill, Edward P., grain broker.

**RICHMOND, VA.**

Beveridge, S. T., & Co., grain, hay, seeds.\*  
 Fairbank, S. G., & Co., grain, hay, feeds.\*  
 King, Geo. T., broker and commission.\*

**SAVANNA, ILL.**

Griffith-Hall Grain Co., barley.

**ST. JOSEPH, MO.**

Gordon, T. P., grain commission.\*

**ST. LOUIS, MO.**

Brinson-Waggoner Grain Co., receivers.  
 Byrne, Daniel P., & Co., grain, hay, seeds.\*  
 Connor Bros. & Co., grain commission.\*  
 Graham, G. L., & Co., grain, hay, seeds.\*  
 Picker & Beardsley, grain and seeds.\*  
 Sherry-Bacon Grain Co., grain comlsn.  
 Wallace, F. L., & Co., grain commission.

**TOLEDO.**

King, C. A., & Co., grain, clover seed.\*  
 National Milling Co., cash buyers wheat.  
 McCabe, G. B., grain and seeds.  
 Prine & Potter, grain and seeds.  
 Reynolds Bros., grain and seeds.\*  
 Rundell, W. A., & Co., grain, seeds.\*  
 The Toledo Field Seed Co., clover, timothy.  
 The Toledo Salvage Co., salvage grain.  
 United Grain Co., grain commission.\*  
 Worts & Emmick, grain commission.\*  
 Zahm, J. F., & Co., grain, seeds.\*

**TORONTO, ONT.**

The Steele, Briggs Seed Co., Ltd., field seeds.

**TYRONE, PA.**

Miller, John H., grain, hay.\*

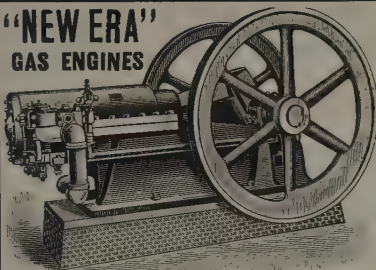
**WHEELING, W. VA.**

Produce & Grain Co., corn, oats, hay.




## Power for Grain Elevators.

**"NEW ERA"  
GAS ENGINES**

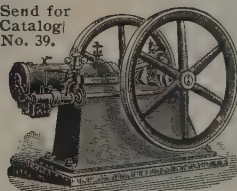


For Gas or Gasoline. Sizes 5 to 80 H. P.  
**THE NEW ERA GAS ENGINE CO.**  
 86 Dale Avenue, DAYTON, OHIO, U. S. A.

**BRUNNER ELEVATOR ENGINE**  
 FOR GRAIN ELEVATORS  
 From 1 to 30 H. P.  
 Write for descriptive circular.  
 Charles Brunner, Mfr.  
 PERU, ILL.



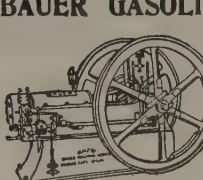
Send for Catalog No. 39.



**COLUMBUS ENGINES**

**Columbus Machine Co.**  
 COLUMBUS, O.  
 Robinson & Cary,  
 St. Paul Agents.

**BAUER GASOLINE ENGINES**



Are perfectly adapted to the needs of grain elevator men. Write for description. Other engines taken in exchange. (Send for list of rebuilt second-hand engines.)  
**BAUER MACHINE WORKS CO.**  
 KANSAS CITY, MO.

## The Gas Engine Handbook (Second Edition)

By E. W. ROBERTS, M. E.

A Pocket Manual of Useful Information for Operators of Gas and Gasoline Engines

It tells how to start and stop. Care of the engine. Gas engine troubles, where to look for the cause of the trouble, and the remedies which apply. How gasoline engines differ from gas engines. How to handle a gasoline engine and special rules for its care. All about the igniters, valve mechanisms, governors and devices for starting large engines, etc.

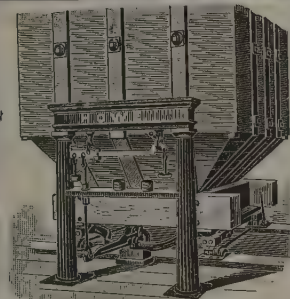
This book is equally valuable for the designer and engineer. It covers all points thoroughly, and a draughtsman by following the rules and formulas laid down can design without difficulty a perfect engine.

The book is 3 1/4 x 5 1/4 inches, contains 240 pages of descriptive and illustrated matter and is well bound in cloth. Price \$1.50.

FOR SALE BY

**GRAIN DEALERS COMPANY**  
 255 LaSalle St., CHICAGO, ILL. (6)

**HOWE SCALES**  
 THE WORLDS BEST



**POWER AND WEIGHT**

ESTIMATES FURNISHED PROMPTLY  
**BORDEN & SELLECK CO**  
 CHICAGO  
 ST. LOUIS MINNEAPOLIS KANSAS CITY CLEVELAND

**WAYNE GASOLINE ENGINES**  
 SIMPLE, ECONOMICAL, RELIABLE



Send for Catalog of our Special Elevator Engines.  
**FT. WAYNE FOUNDRY & MACHINE CO.**  
 FT. WAYNE, IND.

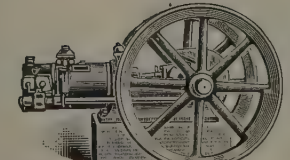
**THOMPSON-LEWIS GAS ENGINE**



10 years on the market. Used on 22 leading railroad systems. Doing service in 26 water works plants. Specially adapted for elevator work. Send for catalogue and prices.

**J. THOMPSON & SONS MFG. CO.**  
 119 BRIDGE STREET. - BELLOIT, WIS.

**"OTTO" means ECONOMY in GAS and GASOLINE ENGINES**



**Economy** in the use of fuel,  
**Economy** in the cost of maintenance,  
**Economy** in first cost because of great durability.

Fuel economy is due to correct design. Slight cost of maintenance and great length of life are due to good materials and fine workmanship; cold facts that 75,000 users stand ready to vouch for and the logical results of twenty-eight years of experience.

**THE OTTO GAS ENGINE WORKS, Philadelphia, Pa.**

**When in the Market for a Gasoline Engine**  
 Do not fail to write for



Illustrated Catalog and Prices to the  
**Waterloo Motor Works, Waterloo, Iowa**



# Clean as a Whistle

Will be your grain if you have a



## CLIPPER

### GRAIN AND SEED CLEANER

Our No. 39 Special Cleaner for seeds and grain is especially adapted to cleaning all kinds of seeds, and is being successfully used by many of the largest dealers in the country.

Like all "Clippers," it is a combination machine and gives equally good results on both grain and seeds, when equipped with the proper screens, and requires but little power.

Our machines are well made, simple in operation, and we guarantee satisfaction in every respect.

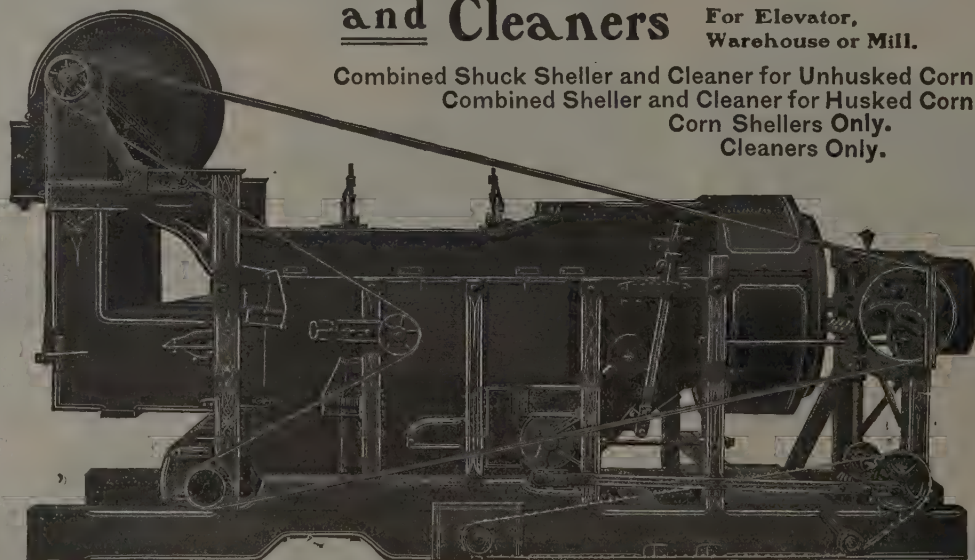
Sample plate of perforations and new catalog mailed upon request.

**A. T. FERRELL & CO., Saginaw, Mich.**

## New Process Dustless Cylinder Corn Shellers and Cleaners

For Elevator,  
Warehouse or Mill.

Combined Shuck Sheller and Cleaner for Unhusked Corn.  
Combined Sheller and Cleaner for Husked Corn.  
Corn Shellers Only.  
Cleaners Only.



CLEAN CORN  
CLEAN COBS  
CLEAN HUSKS

Revered by Insurance Companies  
Because Husks are Carried  
Out of Building.

The New Process Combine Shuck Sheller and Cleaner shown above is the only machine that can be fitted for either Husked Corn of Northern States or the Unhusked Corn of Southern States.

Send for our Catalog of **EVERYTHING** used in an **ELEVATOR, WAREHOUSE** or **MILL**.

**MARSEILLES MFG CO. MARSEILLES ILLINOIS....**

Branches { Peoria, Ill., Council Bluffs & Cedar Rapids Ia., Kansas City, Mo.



## BUY THE BOSS

Maroa Mfg. Co., Maroa, Ill.

Elmwood, Ill., May 1, 1903.

GENTLEMEN: We are using one of your Boss Car Loaders, and find it satisfactory in every respect. Our loader is a No. 10. We have tried it thoroughly and have not found it wanting in any respect. We have turned both of our elevators into it at the same time, and the way it gets away with the grain, "both oats and corn," is a wonder. It has loaded the grain to our entire satisfaction in every case and we cheerfully say to any one needing a loader, "Buy the Boss."

Yours truly,  
ARNOLD & SON.

The order for the above mentioned machine was not given until several months after the parties first wrote us. During that time they investigated it and some other makes as well. That they are satisfied with their choice is shown by the above letter. Let us send you one on trial and we believe you will be equally as well pleased.

**MAROA MFG. COMPANY, Maroa, Ill.**

## You Want It

**THE IDEAL CAR LOADER** is guaranteed to give satisfaction. If it fails to do all we claim, it costs you nothing.

Write for catalog, giving full description and price.

**THE IDEAL CAR LOADER CO.  
ALLENVILLE, ILL.**

## PROFITS vs. LOSSES THE BOWSHER FEED MILL

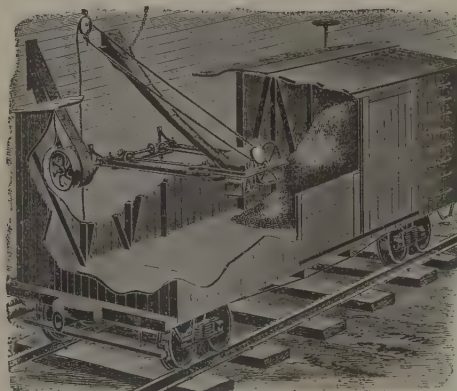


Meet exactly the elevator men's wants. With it one can crush and grind ear corn (with or without the shucks), grind all kinds of small grain and kafir corn in the head. High priced grain incites feeders to economize. Ground feed is economical. By having a Bowsher Feed Mill you can get a good price for your off grade grain and screenings, thus turning what might be a loss into profits.

Seven Sizes - 2-25 H. P.  
Lightest running  
Can run empty without injury  
Send postal for catalog

**THE N. P. BOWSHER CO.  
SOUTH BEND, IND.**

## The Champion Car Loader



Will fill each end of the car at the same time.

Has a capacity of 6,000 to 9,000 bushels per hour.  
A perfect success.

Write the inventor and pioneer manufacturer of the rotary car loaders, for full particulars.

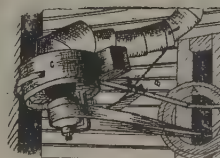
Manufactured by

**E. BAUDER**

Successor to  
E. H. REYNOLDS  
STERLING, ILL.

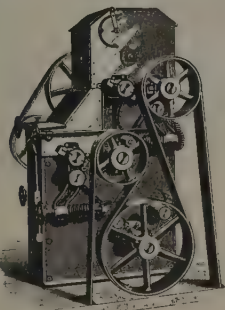
## Do You Want

The grain trade news? Then subscribe for the **GRAIN DEALERS JOURNAL**. Twice each month for \$1.00 per year.



## Nelson Car Loader

Consists of tubular frame which can be adjusted to any distance from track. Has a fan box made in two halves joined by spring which allows fan box to give if any foreign matter enters and thus prevents breakage. Has swivel for tilting, to load all parts of the car and is guaranteed to give an even test throughout the car. Will be shipped for inspection and trial at our expense. A boy can place in position for loading in one minute. For information write,  
E. B. NELSON, BURCHINAL, IOWA.



## IT'S NOTHING

that a machine should do a lot of work if it won't do it well. Work poorly executed is work wasted. And it's time wasted, too. And that's the most precious asset a man has in these days. There was never a time when time was as nearly an equivalent of actual money.

## NORTHWAY

That name secures you in your purchase of a Feed Mill. Be sure you see our mill before you decide which one you buy. If you already have a Northway see to your rolls. May be they require a little attention. Grinding or corrugating.

Write for Catalog.

**STRONG & NORTHWAY MFG. CO.  
Minneapolis, Minn.**

## SOLD ENGINE THRU AD.

John H. Doyle, Longview, Ill.: "Please discontinue my advertisement in the Grain Dealers Journal, as I have sold my engine thru the ad., and could have sold one-half dozen engines if I had them."

## NORDYKE & MARMON CO.

AMERICA'S LEADING MILL BUILDERS  
INDIANAPOLIS, IND.

**FEED  
MILLS**

THREE ROLL-TWO AND  
THREE PAIR HIGH  
ROLLER MILLS  
ALL SIZES AND STYLES  
BUHR STONE MILLS

**ELEVATOR  
MACHINERY**  
GRAIN CLEANERS,  
SHELLERS.

OVERHEAD DUMPS,  
TURN-HEADS, FEEDERS,  
FLEXIBLE SPOUTS,  
BUCKETS, BELTING,  
POWER CONNECTIONS.

**ELEVATOR  
SUPPLIES**

GOODS OF FIRST QUALITY - PRICES LOW - SEND US YOUR SPECIFICATIONS FOR QUOTATIONS.

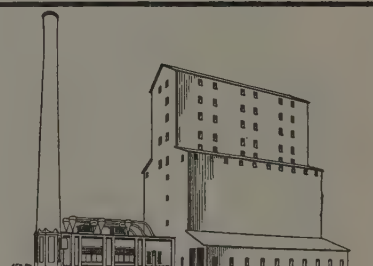


**GRAIN ELEVATOR BUILDERS.****YOUNGLOVE & BOGGESS CO.****ENGINEERS**DESIGNERS AND  
BUILDERS OF**Grain Elevators and Flour Mills****MASON CITY, IOWA**

If Interested write for Plans and Estimates on your Work.

**HONSTAIN, BIRD & CO.***Builders of***GRAIN  
Elevators**307 South  
Third Street,  
Minneapolis,  
MINN.

TELEPHONE NO. 2680 L.

**C. M. SECKNER & CO.**

Contractors of

**Grain Elevators and Factory Buildings**Contracts taken for all kinds of heavy  
Work. Estimates furnished if desired.  
803, 115 Dearborn Street, CHICAGO.**Grain Elevators****P. H. PELKEY****Elevator Contractor**FULL LINE OF ELEVATOR AND MILL  
SUPPLIES, SCALES AND LEWIS GASO-  
LINE ENGINES CARRIED

IN STOCK AT

**WICHITA, KAN.**

118 S. LAWRENCE AVE.

**STEEL****Twenty Million**Bushels Capacity  
of Our Construc-  
tion now in use.

WRITE FOR ESTIMATES

STEEL STORAGE AND  
ELEVATOR CONSTRUCTION CO.

BUFFALO, N. Y.

**STORAGE****FIRE & INSURANCE.**Does it make any  
difference to you  
whether your new  
house will be as lia-  
ble to burn as your old  
one was, or whether  
the insurance will be  
greater or less?If it does, let us  
make your plans or  
build your elevator.  
Of the 300 elevators  
built by us none have  
burned. This we  
claim is due largely  
to the fact that theywere designed and built in such a way as to reduce the fire risk to the  
minimum. We design and build in wood, steel, concrete and com-  
bination materials.**BURRELL ENGINEERING & CONSTRUCTION COMPANY (Incorporated)**  
ENGINEERS

263-265 La Salle Street,

CHICAGO, ILL.

**R. C. STONE****Architect and Mechanical Engineer**GENERAL CONTRACTOR AND DESIGNER  
OF GRAIN ELEVATORSIN WOOD, STEEL OR COMBINATION MATERIALS  
- ANY CAPACITY DESIRED

MAKE A SPECIALTY OF STEEL FIRE PROOF ELEVATORS

CORRESPONDENCE SOLICITED

ADDRESS

**R. C. STONE, Springfield, Mo.**



## GRAIN ELEVATOR BUILDERS.

### G. T. HONSTAIN.

Successor to Honstain Bros.  
Contractor and Builder of  
**GRAIN ELEVATORS.**  
313 Third Street, South,  
MINNEAPOLIS, MINN.

### Macdonald Engineering Co.,

DESIGNERS AND BUILDERS OF  
GRAIN ELEVATORS  
Monadnock Bldg. CHICAGO, ILL.

### John S. Metcalf Co.

ELEVATOR BUILDERS  
623 THE TEMPLE  
Plans and Specifications a Specialty. CHICAGO

### OLSON BROTHERS, Practical Elevator Builders

and MACHINERY ERECTORS  
172 Grand Avenue, Chicago, Ill.  
Telephone Monroe 1614.

### LUND, RUD & CO. Contractors & Builders of Grain Elevators

Plans and specifications furnished on short  
order. 14 years' experience in latest im-  
provements. 313 South 3rd St., MINNEAPOLIS, MINN.

OUR numerous satisfied customers is the  
best evidence we can offer as to our  
ability to design and build economical ele-  
vators. If you intend to build write us  
about it and thereby save some money.

HENDERSON & FRIEDLINE  
LAFAYETTE, IND.

W. L. LOCKWOOD, Winfield, Kansas.  
Engineer and Mechanical Expert. Manu-  
facturer of Grain Elevator Machinery and  
Supplies, Pumps, and Special Machinery of  
all kinds. Engineering, Superintending  
and Expert work a specialty. Correspond-  
ence Solicited.

NOTE—My SPECIAL ear corn handling  
machinery is unexcelled. Ear-Corn Boots,  
Feeders, Drags and Elevator Heads.

### W. S. CLEVELAND ELEVATOR BUILDING COMPANY

INCORPORATED  
Capital Stock, \$100,000 MINNEAPOLIS, MINNESOTA

### General Contractors and Builders

OUR SPECIALTY:  
GRAIN ELEVATORS -- Frame, Iron Clad, or Absolutely Fire Proof

### THE BARNETT & RECORD CO.

416 CORN EXCHANGE, MINNEAPOLIS, MINN.

### General Contractors and Designers of Grain Elevators, Mill Buildings, Docks and Warehouses.

We are prepared to use all of the various kinds of elevator construction, but  
recommend our special construction known as the Record-Johnson System Patent  
Fireproof Semi-Porous and Glazed Cellular Tile Grain Storage Construction, cov-  
ered by the following patents and which we have exclusive control, patents Nos.  
664323, 664324, 664325, 692544, 713104.



The following is a partial list of owners and capacity of plants which we  
have built in the last four years under these patents.

Great Eastern Elevator, Minneapolis,	1,000,000 bushels	Northwestern Yeast Co., Chicago,	300,000 bushels
St. Anthony Elevator Co., "	2,200,000 "	Canadian Northern Ry. Co., Port Arthur,	2,500,000 "
North Star Malting Co., "	500,000 "	David Stott Milling Co., Detroit,	200,000 "
Victoria Elevator Co., "	250,000 "	Pabst Brewing Co., Milwaukee,	250,000 "
Frisco Ry. Elevator, Kansas City,	500,000 "	Wisconsin Malt & Grain Co., Appleton,	200,000 "
Memphis Elevator, Kansas City,	300,000 "	Granite City Malting Co., Granite City, Ill.	200,000 "

We are constructing at the present time under same patents the follow-  
ing list of fire proof plants.

Schlitz Brewing Co., Milwaukee,	550,000 bushels	Texas City Imp. Co., Texas City, Tex.,	500,000 bushels
Washburn-Crosby Milling Co., Buffalo,	300,000 "	Millbourne Mills Co., Philadelphia,	200,000 "
Canadian Northern Ry. Co., Pt. Arthur,	2,500,000 "		

Calumet Elevator Chicago,	1,000,000 bushels	Maple Leaf Elevator, Kansas City,	1,000,000 bushels
Minnesota Annex, Chicago,	1,000,000 "	Burlington Elevator, St. Louis,	1,000,000 "
C. M. & St. P. Ry., Itasca,	1,125,000 "	Grand Trunk Elevator, Portland, Me.,	1,000,000 "
Belt Line Elevator, Superior,	2,500,000 "	F. H. Peavey & Co., No. 1,	1,750,000 "
Superior Terminal, "	2,500,000 "	Interstate Elevator, Minneapolis,	1,000,000 "
Pittsburg & Western Ry., Fairport, O.,	1,000,000 "	Texas Pacific Ry. Co., Westwego, La.,	1,000,000 "
Standard Milling Co., Duluth,	1,000,000 "	Hoosac Tunnel, Charlestown, Mass.,	1,000,000 "
Empire Elevator Co., Minneapolis,	2,500,000 "	And hundreds of smaller houses.	

WRITE US FOR ESTIMATES.

Office, 226 Flour Exchange

### L. O. HICKOK

DESIGNER AND  
BUILDER OF

### Grain Elevators

any Design or Capacity  
MINNEAPOLIS, MINN.

We announce the formation of the

### N. A. GRABILL CO.

Daleville, Ind.

Contractors and Builders of  
Mills and Grain Elevators

Machinery and Supplies a specialty. Write us.  
N. A. Grabill. S. B. Sampson.

### Say

Let the Grain Dealers Journal  
Want Ads do your work.

They bring quick returns.

T. F. COSTELLO LEONARD WEST

### T. F. COSTELLO & CO.

CONTRACTORS & BUILDERS OF

### Grain Elevators AND Warehouses

Plans and Specifications Furnished. Call  
on or write us.

412 S. Third St., Minneapolis, Minn.



## GRAIN ELEVATOR SUPPLIES.

## Testimony

from those who know the value of the "For Sale" and "Wanted" columns of the Grain Dealers Journal for reaching live grain dealers.

Continue ad until further notice: It brings results.—T. C. Grady, Maroa, Ill.

Stop the ad it has brought us a trade.—Mell & Cole, Elgin, Okla.

We have sold out. Your journal did it.—McCrea & Vlerebome, New Holland, Ohio.

Since inserting my ad I have procured two elevators. I am in touch with several other propositions and will no doubt be able to close on some more; all of which came about thru the recent ad run in the Journal.—Julius Kuaz, Wesley, Ia.

Please stop ad as I am now overwhelmed with applicants. I am receiving answers from Ohio to Colorado.—J. R. Marsh, Cedar Vale, Kans.

At the time we inserted our ad in your Journal, we also sent the same to the daily papers in St. Louis, Chicago and other cities. We are pleased to say to you that we received more replies thru the ad inserted in your paper than any other one that we advertised in, tenfold.—The Union Grain and Hay Co., Cincinnati, O.

What the Journal has done for these advertisers, it can do for you.

## If You Don't

buy your goods of us

## We Both Lose Money

Complete line of

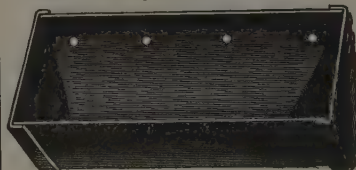
ELEVATOR MACHINERY AND  
SUPPLIES

H.L.Thornburgh & Co.

Chicago, Ill.

## ELEVATOR BUCKETS

The Fuller Patent Steel Bucket is stronger, will carry more and make better delivery than any other.



MADE BY

Cleveland Elevator Bucket Co.,  
Cleveland, Ohio.



## ARE YOU TROUBLED

with the dust from your Exhaust Fan?

If so, the

## Hartford Dust Collector

will obviate the nuisance.

Leaflet No. 55-M tells all about them.

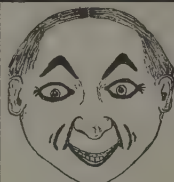
HEATING, DRYING AND EXHAUST SYSTEMS.

Forced and induced mechanical draft.

THE HARTFORD BLOWER CO.

124 Suffield Street

HARTFORD, CONN.



## The Feeder is O. K.

When a customer remits promptly and impulsively writes the above on our invoice, it means he is perfectly satisfied with our Pat. Ear Corn Chain Feeder. The strongest in the world. We guarantee satisfaction and prices all right.

B. S. CONSTANT CO., BLOOMINGTON, ILL.

WHEN YOU WANT ANYTHING IN THE LINE OF

## Machinery, Belting or Supplies

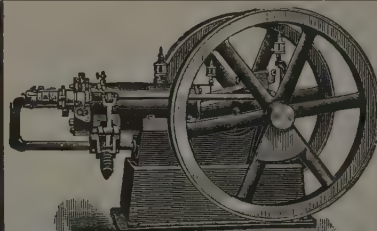
It Will Pay You (and Us) to get our Prices.

Good Stock, Prompt Shipments, Try Us

MIDLAND MACHINERY CO.,

412 So. 3rd St.

Minneapolis, Minn.



## "Built for Business"

By Mechanical Engineers  
In a Modern Shop

Sole State Agents HOWE Gasoline  
Engines. Agents HOWE Scales.

Manufacturers of Elevating, Convey-  
ing and Transmitting Machinery.

Send us your RUSH orders.

York Foundry and Engine Works  
YORK, NEBRASKA

## Skillin &amp; Richards Mfg. Co.

CHICAGO, ILL.

CONVEYING AND ELEVATING MACHINERY—Pulleys, Hangers and Shafting.  
FRICTION CLUTCH PULLEYS—Rope Transmission, Link Chain Sprockets, Salem Buckets.

MILL AND ELEVATOR SUPPLIES OF ALL KINDS.



## GRAIN ELEVATOR SUPPLIES.

### A GRAIN SPOUT

That will load cars  
without  
shoveling.  
It is worth its  
weight in gold

It will save you in  
labor all it costs in  
less than a month.

Send for Prices to

H. SANDMEYER & CO., Peoria, Ill.

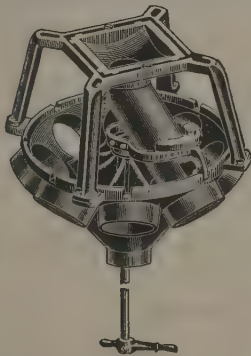
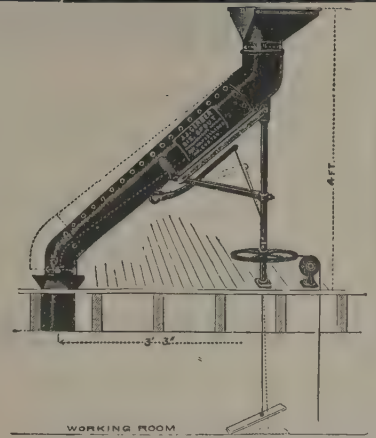


### The Gerber Improved Distributing Spouts

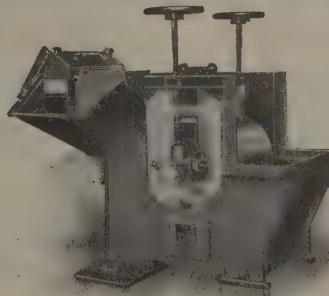
ARE IN GOOD DEMAND  
THIS SEASON. TRY ONE  
AND YOU WILL HAVE  
NO OTHER. ELEVATOR  
SPOUTING A SPECIALTY

J. J. GERBER

MINNEAPOLIS, - - MINN.



NON-MIXING.



NON-CHOKING.

## HALL SYSTEM

**SIGNALING  
DISTRIBUTOR**

**NON-CHOKABLE  
BOOT**

A complete revolution in elevating grain has been made  
by the introduction of

**THESE TWO DEVICES.**

Crude, unsatisfactory methods gave way to system and  
science, and the results are marvelous. They are both  
so simple they will last forever.

SENT ON TRIAL.

SEND FOR  
BOOKLETS.

**HALL DISTRIBUTOR CO.**

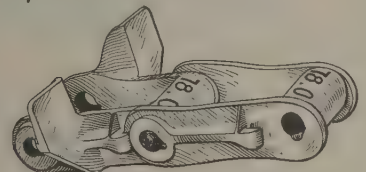
222  
First Nat. Bank Bldg.  
Omaha, Neb.

### ELEVATOR SUPPLIES

We can equip your elevator  
from top to bottom. If you need  
a gasoline engine, a grain  
cleaner, scales or anything for  
your elevator, we have it and  
can ship promptly. Get our  
catalog now, then tell us your  
troubles.

**C. D. Holbrook & Co.**  
MINNEAPOLIS, MINN.

**THE A. H. R.**  
Special Grain Feeder Chain No. 78.

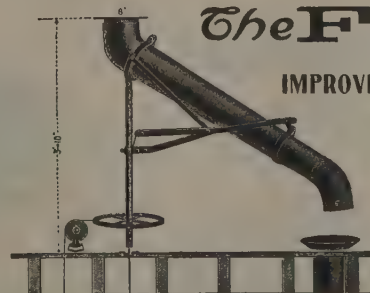


The Strongest in the United States  
for Grain Feeders.

**A. H. RICHNER,** Patentee and  
Manufacturer.  
606 So. Water St., Crawfordsville, Ind.

### Secured Position.

Maurice Garrison of Atlantic,  
Iowa, writes: The first issue of  
the Grain Dealers Journal located  
me in a good position; and I have  
had several offers of good posi-  
tions since from the advertise-  
ment.



### The Flour City IMPROVED DISTRIBUTING SPOUT

Combines Strength with Simplicity,  
Ease of Operation with Certainty of  
Adjustment

Making the Flour City the best distributing  
spout on the market to-day. Write to-day to

**POND & HASEY CO.**

231 Fifth Ave., So.,  
MINNEAPOLIS, MINN.



# Moisture

should be removed from your grain before it leaves your elevator. Then you can rest easy as to its condition when it arrives at destination. It is now possible for every country elevator man to dry grain, for the

## PERFECTION GRAIN DRIER

is within reach of all and it is practical, too. A postal card request will bring full information.

### REFERENCES:

BABCOCK & HOPKINS, Rensselaer, Ind.  
CALDWELL, BARR & CO., Earl Park, Ind.  
ROSS & ROSS, Chalmers, Ind.

## PERFECTION GRAIN DRIER CO.

NOT INCORPORATED

Successors to

## TWEEDALE & HARVEY

ROOM 905, 303 DEARBORN ST.  
CHICAGO

# Wagon Loads Received

FORM 380

For the use of country grain buyers in keeping a record of grain received from farmers.

It is 9½ x 12 inches, contains 160 pages, giving room for records of 3,000 loads. Its column headings are: Month, Day, Name, Kind, Gross and Tare, Net Pounds, Bushels, Pounds, Price, Dollars, Cents and Remarks. The book is printed on Record Linen Ledger Paper and is well bound in strong board covers, with leather back and corners. Price, \$1.50.

## GRAIN DEALERS COMPANY

255 La Salle Street, CHICAGO, ILL.

# Record of Cars Shipped

FORM 385

Is designed especially for the use of country shippers in keeping a complete record of each car of grain shipped.

It contains 160 pages of Record Linen Ledger Paper, ruled to meet the needs of the grain dealer's business. The column headings are: Date Sold, Date Shipped, Car No., Initials, To Whom Sold, Destination, Grain, Grade Sold, Their Inspection, Discount, Amount Freight, Our Weight, Bushels, Destination Bushels, Over, Short, Price, Amount, Freight, Other Charges, Remarks.

The book is 9½ x 12 inches and has spaces for recording the foregoing facts regarding 2,400 carloads. It is well bound in strong boards with leather back and corners.

Price, \$1.50.

## GRAIN DEALERS COMPANY

255 La Salle Street, CHICAGO, ILL.

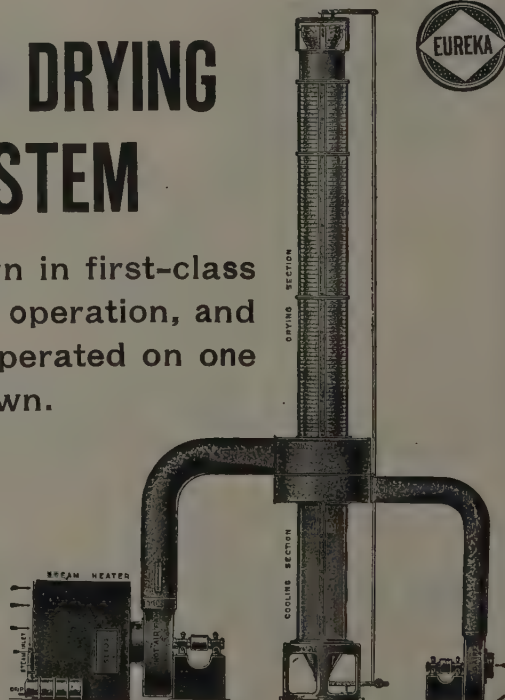


# THE "EUREKA" CORN DRYING AND CONDITIONING SYSTEM

Will completely dry and put damp corn in first-class condition. Is complete, economical in operation, and occupies small space. Fans can be operated on one shaft on two independent fans as shown.

## THE S. HOWES COMPANY

SILVER CREEK, N. Y.



Chicago Office, 202 Traders Bldg.  
Northwestern Office, 3 Chamber of Commerce, Minneapolis.  
Southwestern Representative, J. N. Heater, care Savoy Hotel, Kansas City, Mo.





# Insure Your Corn

against heating and loss, by installing the

## Hess Pneumatic Grain Drier

This machine is used by **every concern** drying grain in Chicago, Duluth, Kansas City, Omaha, Cleveland, and other grain centers, and is recognized everywhere as the standard machine for grain drying.

Used and recommended by the United States Department of Agriculture.

## Kiln Dried Corn

produced in our driers is in large demand, east, south, and abroad, its keeping qualities being well known to all buyers and shippers.

Every machine guaranteed. Illustrated catalogue free.

### HESS WARMING & VENTILATING CO.

707 Tacoma Building, CHICAGO



## Grain Scale Book No. 23.

An Indexed Journal, keeps a record of 10,000 wagon loads. Each man's loads are entered on his page. It keeps a record of scale weights. From it both debits and credits are posted to ledger, crediting the customer with the amount received and charging it to the grain's account.

In using this book the dealer minimizes the chance of making errors by posting from original entries.

The book is ruled with column headings as follows: Date; L. F.; L. F.; Kind of Grain; Remarks; Gross; Tare; Net; Bushels; Pounds; Price; Amount.

The book contains 240 pages, size 10½x15½ inches. The best linen ledger paper is used. The regular ledger index in front will accommodate all names necessary. The book is bound in extra heavy cloth covers with leather back. Price, \$2.50.

For Sale by

**GRAIN DEALERS COMPANY**  
255 LA SALLE ST. CHICAGO, ILL.

## GRAIN CONTRACT BOOK

This book is designed especially for country grain men to use in taking written contracts from farmers. The contracts are numbered in duplicate, two on a page, with perforation between for easily tearing apart. The stub is signed by farmer certifying that he has sold ..... bushels of ..... at ..... per bushel to be delivered on or before ..... It also certifies that he has received ..... dollars on the contract. The other part is signed by elevator man and given to farmer. It certifies that the elevator man has bot so much grain, etc.

Each book contains 50 contracts, printed on linen paper, size 3½x10½ inches.

You can not afford to be without these contracts as they insure delivery of grain bot, prevent losses and worry in making settlements. Book No. 9, Price 50 cents. Address

**Grain Dealers Co.**  
10 Pacific Ave. Chicago, Ill.

## Drive

Your business. Hitch up with an ad. in the Grain Dealers Journal. You will then have a pleasant and profitable ride.

## LOCATIONS FOR ELEVATORS

In Illinois, Iowa and  
Minnesota on the line of the

## Chicago Great Western Ry.

Opportunities for men with capital to invest in paying modern elevators. No section of the country is so free from crop failures. Write for maps and full information.

W. J. REED,

Industrial Agt., C. G. W. Ry.  
604 Endicott Bldg.  
St. Paul Minn.

## Vest Pocket Grain Tables

Clark's Vest Pocket Grain Tables reduce pounds to bushels on any number of pounds from 10 to 100,000

It is printed in two colors, red and black. The red figures show the pounds and the black the bushels and pounds.

The tables show the following reductions:  
Oats at 32 lbs.; Corn, Rye and Flaxseed at 56 lbs.; Wheat, Clover Seed, Beans, Peas and Potatoes at 60 lbs.; Barley and Hungarian Seed at 48 lbs.; Ear Corn at 70 lbs.; Ear Corn at 75 lbs.; Ear Corn at 80 lbs.; Timothy Seed at 45 lbs.

These tables are bound in tough paper and form a thin book, 2½-in. wide by 8¼-in. long. Price 50 Cents. Address

**GRAIN DEALERS COMPANY**  
255 LaSalle St., CHICAGO, ILL.

## The Practical Gas Engineer

(Second Edition)

A Manual of Practical Gas and Gasoline Engine Knowledge, Covering Errors to be Avoided in the Construction of, and How to Erect, Operate and Care for Gas and Gasoline Engines. For the Gas and Gasoline Engine Owner, Engineer or any one wishing Plain and Practical Information on this style of Motor.

By E. W. Longenecker, M. D.

The index is complete, occupying 15 pages. In it every point regarding Gas and Gasoline Engines is listed alphabetically. The page and paragraph numbers are given which enables the user readily to find the information desired.

This book contains 140 pages, is of convenient size, printed on book paper and neatly bound in cloth. Price \$1.00.

**GRAIN DEALERS COMPANY**  
255 LaSalle St., CHICAGO

## Freight Tables...

Showing the rate per bushel, when the rate per 100 lbs. is 3 to 50¢ cts. The only tables published which reduce even and half cent rates per hundred weight to the correct amount of freight per bushel.

This table is printed in two colors on white bristol board, from heavy faced type. The red figures denote the rate per hundred and the black figures the freight per bushel, at the rates specified. The tables are used for wheat at 60 pounds, corn 56 pounds, barley 48 pounds and oats 32 pounds, at any cent or half-cent rate, 3 to 50¢ cents.

Price 15c. per copy. Two copies for 25c.  
Or ten for \$1.00.

**GRAIN DEALERS COMPANY,**  
10 Pacific Avenue, Chicago, Ill.

## WUD U SELL OUT?

Then read the advertisements in the "Elevators Wanted" column of the Grain Dealers Journal, or better still, advertise your property in the "Elevators For Sale" columns of the Grain Dealers Journal, and get your own price for it. Ads in this column cost only 15 cents per line, yet bring quick returns.

**Grain Dealers Journal, 255 LaSalle St., Chicago**

## Grain Register No. 12 AA

This book is invaluable to the country grain man and is designed to facilitate the work of keeping a record of weights and number of bushels in wagon loads of grain received.

Each page is 8½x14 inches and at top of the 11 columns are printed Date, Name, Kind of Grain, Gross, Tare, Net, Bushels, Pounds, Price, Amount, and Remarks.

Each page has spaces for 40 wagon loads and each book has 100 pages, making each book contain spaces for records of 4,000 loads. The book is well printed and ruled on Sterling ledger paper, and substantially bound in extra heavy binder board with leather back. Price \$1.50.

FOR SALE BY

**GRAIN DEALERS COMPANY, 255 LaSalle St., CHICAGO, ILL.**

## Sales, Shipments and Returns Book

is invaluable to the country grain man in keeping record of his sales, shipments and returns from the shipments made. Its use will save much time and book work. The pages are 10½x16½ inches, used double. The left-hand pages are ruled for information regarding SALES and SHIPMENTS; the right-hand pages for RETURNS. Under SALES the column headings are Date, Amount Sold, Price, Grain, Terms. Under SHIPMENTS are Date, Car Number and Initial, Our Weights, In Bushels, Grade, Route, Rate. Under RETURNS are Destination, Grade, Difference, Bushels, Over, Short, Gross Proceeds, Freight, Over, Short, Commissions, Other Charges, Total Charges, Net Proceeds, Drafts, Remarks.

No. 14 AA contains 76 pages, with room for records of over 2,200 cars. It is well bound in heavy canvas covers with leather corners, and printed on linen ledger paper. Price \$2.00.

**GRAIN DEALERS COMPANY, 255 LaSalle St., CHICAGO, ILL.**



## GRAIN PURIFYING

For improving the condition and selling value of oats and feed barley should be as common as cleaning corn, and is certainly much more profitable. Many others do it, and you are throwing money away when you fail to do it.

We have been granted the only Process Patent ever issued by the United States Government for doing this work, and we can do finer work than was ever done in this branch of grain handling.

If you are interested, write us and we will send you descriptive circulars and samples of grain showing the results of purifying. *Address*

**CALDWELL & BARR**

EARL PARK, INDIANA

## Bushel Values

Shows at a glance the cost of any number of bushels and fractional pounds, from 1 to 1,500 bushels of any kind of grain, from 15, 16, 17 cents up to \$1.04 per bushel.

Bushels are shown in red figures and values in black. The price per bushel being given at top of value columns.

It is conveniently arranged and easily understood. Printed on good paper and bound in heavy paper cover. Price 50 cents.

**GRAIN DEALERS COMPANY**

255 La Salle Street, CHICAGO, ILL.

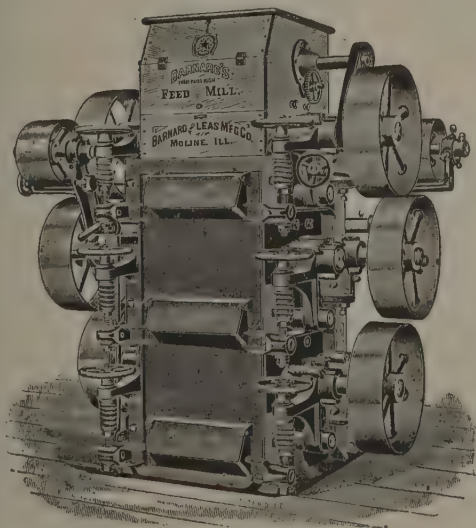
## Union Scale & Manufacturing Co.



Manufacturers of simple, accurate and reliable Automatic Weighing Machines. Scales for even weight bagging a specialty. Write for particulars.

**36 and 38 Union Park Place,  
CHICAGO, ILL.**

# FEED MILLS



**We Make Them For All Purposes.**

We make them for grinding all kinds of feed as well as fine meal for table use.

Our line includes Willford's Light Running Three Roller Mill, and Barnard's One, Two and Three Pair High Mills.

It pays to operate a grinding mill in connection with your other outfit.

You utilize your spare power and add another source of income to your plant.

*Send for our latest circulars.*

**BARNARD & LEAS MFG. CO.**

**Builders of Elevators and Elevator Machinery**

**MOLINE, . ILLINOIS**



**ELEVATORS FOR SALE.**

ELEVATOR for sale or rent. Inquire of L. H. Maloney, Savanna, Ill.

UP-TO-DATE elevators in choice locations. W. A. Thompson, Attica, Ind.

ELEVATOR at Morrison, Oklahoma, for sale. Address T. J. Donahue, Morrison, Okla.

LIST YOUR ELEVATORS for sale with us, we can sell them quick. Aaron Smick, Decatur, Ill.

THREE ELEVATORS for sale. Price \$7,500.00. Also one lumber yard and alfalfa farm. Address F. C. Kellogg, McCook, Neb.

ELEVATOR FOR SALE in northern Indiana. Good territory. No competition. Address, Al, Box 3, care Grain Dealers Journal, Chicago, Ill.

STRICTLY MODERN up-to-date elevator in central Illinois; price reasonable. Write Up-to-date, Box 4, care Grain Dealers Journal, Chicago, Ill.

TWO GOOD ELEVATORS and one mill for sale or exchange for good land. No cotton or timber land goes. Address J. S. Blasdel, Champaign, Ill.

AARON SMICK, Decatur, Ill., has 20 Elevators, for sale or trade, located in Ohio, Ind., Ill. and other states. Write for list. Aaron Smick, Decatur, Ill.

MODERN ELEVATOR; 10,000 Bushels; O. K. in every respect. In one of the best grain markets in Texas. Come and see it or address Clifton Trading & Elevator Co., Clifton, Texas.

ELEVATOR in Indiana for sale; capacity 30,000 bushels; crib room 15,000 bushels; modern in every respect; good reason for selling. Address W. E., Box 7, care Grain Dealers Journal, Chicago, Ill.

INDIANA ELEVATOR for sale cheap. Elevator in good repair; handles 250,000 bushels annually; best organization in state; big margins. Address X. Y. Box 2, care Grain Dealers Journal, Chicago, Ill.

A GOOD ELEVATOR, hay storage and coal business for sale at Farmland, Ind. Good territory, no competition in hay or coal, one other elevator, a money maker for the right man. Address Box 261 Winchester, Ind.

CLEANING AND HANDLING ELEVATOR for sale or lease. Advantageously located. Modern equipment. Satisfactory terms to proper parties. A snap for somebody. Write us for particulars. Hanna & Leonard, Galveston, Tex.

ELEVATOR FOR SALE—Located in Indiana on I. & V. R. R. in splendid corn country; just remodeled. New Atlas steam plant; private switch; one acre ground in good town. A money maker. Address Lock Box 208, Lyons, Ind.

ON ACCOUNT of poor health I offer for sale, Grain Elevator on R. R. siding; City Feed Mills, main building 25 by 60; scales and coal decks; 6 room dwelling. Good established business. A money maker. E. B. Dockum, Jetmore, Kan.

**ELEVATORS FOR SALE.**

HAY, GRAIN, COAL and Produce Business for sale. No competition. Box 54, Scotts, Mich.

YOU look here for elevators when you want to buy, and owners who desire to sell watch our "Elevators Wanted" columns. If you want all probable sellers to know of your want send word to them by a Journal want ad.

CEREAL MILL, GRAIN and Coal business for sale. Will be sold at a bargain. Wanting to retire on account of sickness. Good business, can be increased by working a little. For particulars address F. Struve, Miles, Ia.

ELEVATOR FOR SALE in the southern part of Ohio, in good wheat and live stock territory. Latest up to date machinery for handling grain lately installed. Best of reasons for wanting to sell. Address Box No. 154, Middletown, Ohio.

ELEVATOR FOR SALE—About 100,000 bushels capacity; well equipped, doing a good business in the best corn and oat section of Illinois. \$15,000.00 if sold quickly. Will warrant close investigation. H. M. Smith, 17 Rialto Bldg., Chicago, Ill.

FOR SALE—A line of ten well located country elevators in Kansas. All or some cash, and terms to suit. Good reason for selling. Best of crop prospects. Write for particulars if you mean business. Address Eagle, Box 5, Care Grain Dealers Journal, Chicago, Ill.

OHIO ELEVATOR and Coal business for sale; 12,000 bushels capacity; cleaners, shellers, gasoline power; handles 60,000 bushels of grain, 1,000 tons of coal, annually; on good margins, a snap at \$3,500. Address Cooper Box 1, care of Grain Dealers Journal, Chicago, Ill.

ONLY elevator in southern Ohio town, in extensive corn and wheat valley. Storage 40,000 bu.; modernly equipped; built three years. Exclusive coal trade. A fine money maker; owner has not time to give it attention. Price \$6,500, part cash. Address Morgan, Box 9, care Grain Dealers Journal, Chicago.

ILLINOIS ELEVATOR PROPERTIES—Elevator, Coal, Hay and Feed Business for sale; 75,000 bushels grain capacity; 5,000 bushels crib room; 250-ton coal bins; gas engine, wheat, and corn cleaners and sheller. Will be sold at a bargain. A snap for the right party. Adolphe Breuchaud, Greenville, Ill.

GRAIN BUSINESS for sale. I will offer one of the best paying businesses in the state, consisting of a first-class new elevator, hardware, builders' supply and lumber business; also a fine coal trade. No opposition. I wish to retire from business entirely. Write at once if interested, as this is too good to go long on the market. Address E. E. Gard, Tremont City, Ohio.

**SCALES WANTED.**

FAIRBANKS HOPPER SCALE wanted; 150 to 200 bushels capacity; must be in good shape and cheap for cash. Address A. H. Richner, Crawfordsville, Ind.

**ELEVATORS WANTED.**

ELEVATORS WANTED, one or two, well located. Cowen Bros., Wellington, Ill.

ELEVATOR WANTED, to buy or rent. Address Box 62, Parkersburg, Iowa.

GOOD ELEVATOR wanted in good territory. Write W. C. Marsh, Nemaha, Ia., and give full particulars first letter.

I WANT to buy an elevator on the I. C., located in central Illinois. Address Lart, Box 4, care Grain Dealers Journal, Chicago, Ill.

GOOD ELTR. wanted in exc. for a section of fine stock and grain land in southern North Dakota. Union County Investment Co., Elk Point, S. D.

ELEVATOR WANTED, handling over 200,000 bushels. Any banking done in town? Address W. J. H., box 4, care Grain Dealers Journal, Chicago, Ill.

GOOD ELEVATOR wanted in exchange for first class black loam grain farm. Only those desiring to trade need write. Address W. S., Box 51, Cowden, Ill.

ELEVATOR WANTED—To rent, with privilege of buying, in good corn and oats territory, with coal or other side lines. Address George, box 4, care Grain Dealers Journal, Chicago, Ill.

I AM in the market for an elevator in eastern Nebraska or Kansas or western Iowa, or I might be interested in other locations if conditions were right. Write me, N. K. I., Box 4, care Grain Dealers Journal, Chicago, Ill.

ELEVATOR WANTED in Iowa or Illinois in exchange for a good farm, located in Palo Alto county, Iowa, valued at \$65.00 per acre; incumbrance \$6,100; will take elevator worth \$3,000, balance cash. Address Box 848 Spencer, Iowa.

**LOCATIONS FOR ELEVATORS**

FINE LOCATIONS for Elevators

On The Belt Railway of Chicago, (The Inner Belt).

Ample car supply and competitive rates.

Easy access to all Chicago roads.

Address B. Thomas, Pres't, Room 13, Dearborn Station, Chicago.

**SCALES FOR SALE.**

SCALES for elevators and mills; lowest prices. Chicago Scale Co., Chicago.

BUFFALO WAGON SCALE; five ton; for sale very cheap. Address G. W. Warner, Pickerell, Neb.

SCALES FOR SALE—Second-hand Railroad, Wagon, Hopper, Dormant and Portable, refitted. Write for list. The Standard Scale & Supply Co., Ltd., Pittsburgh, Pa.

FOR SALE—30 sets of 42,000-pound Fairbanks-Morse Compound Beam Hopper Scales, as good as new. Can furnish framing timbers with these scales. Prices on application. Trans-Mississippi Grain Co., 532 Bee Bldg., Omaha, Neb.

The Rate for Advertisements in above Departments is 15 cents per line each insertion.



## GRAIN AND SEED FOR SALE.

CLOVER AND MILLET SEED for sale. J. F. Ochsner, Nauvoo, Ill.

CLOVER SEED, Wheat, Corn and Oats for sale. Address Kinsey Bros., North Manchester, Ind.

CLOVER SEED, Medium Red and Mammoth, for sale. White & Lacy, Seedsmen, Noblesville, Ind.

SEEDS FOR SALE—Choice, re-cleaned timothy seeds \$1.25 per bu. G. L. Miles, 909 Broad St., Grinnell, Ia.

D. HUNTER & CO., Hamburg, Iowa, have 2,000 bushels fine St. Charles white Seed Corn for sale in Ear.

TIMOTHY, CLOVER AND FIELD SEEDS of all kinds; buy or sell. Write us. Ross Seed Co., Louisville, Ky.

J. G. PEPPARD, KANSAS CITY, MO., buys and sells Sorghum Seed, Millet, Alfalfa, and other Grass Seeds.

CORN FOR SALE in car lots. Write for prices. Elevators on Northwestern Ry. The J. H. Hamilton Co., 538 Bee Bldg. Omaha, Neb.

CHOICE LOAMING SEED CORN crop of 1902, for sale. Tipped and shelled at \$1.25 per bushel, sacks included. W. C. Mottier, Gibson City, Ill.

MAMMOTH EVERGREEN SWEET CORN for sale. Germination 90 per cent. Write for samples and prices. C. E. Hubbard, Topeka, Kan.

SEED SPELTZ, Oats and Barley, also Timothy and all field seeds for sale. Wholesale Price List on application. L. L. Olds Seed Co., Clinton, Wis.

WHITE RUSSIAN SEED OATS for sale. We quote delivered prices. Samples furnished, correspondence solicited. The Updike Grain Co., Omaha, Neb.

FIELD AND GRASS SEED for Sale. When in need of anything in this line write us; we make prompt delivery. The Wm. S. Gilbreath Seed Co., Indianapolis, Ind.

HEADQUARTERS for Alfalfa, Meadow Fescue, Millet, Sorghum, and Kaffir corn seed. Address Kansas Seed House, F. Barteldes & Co., Lawrence, Kan.

BUY YOUR SEED direct of the grower. Write the Ireton Bros. & Eikenbary Co., Van Wert, O., for prices and samples and mammoth, medium, alsyke, and timothy seeds.

ALFALFA SEED—We offer the best kinds that grow. Seed is taken from Alfalfa that makes the best growth and best adapted to this country. We sell it more reasonable than others; re-cleaned seed \$13.50 per cwt. TURKENSTAN ALFALFA, the Alfalfa that has proven such a great success on dry arid soils and will withstand more hardships than any other kind. We have the genuine article, re-cleaned, free from obnoxious weed seeds, for \$16.00 per cwt. Send for samples and send in your order. Catalog is free. Be friendly. Write us. Address A. A. Berry Seed Co., Box No. 105, Clarinda, Iowa.

## GRAIN AND SEED FOR SALE

TIMOTHY SEED for sale. Send for samples. Address Southall & Williams, Pierson, Iowa.

IF IN NEED of Mammoth, Medium and Alsyke Clover Seed ask for our samples and prices. Being in the Center of the best Clover section of Indiana, we in position to quote you the right prices. Kraus & Apfelbaum, Columbia City, Ind.

RATEKINS' SEED HOUSE, Shenandoah, Iowa, buy and sell all kinds of Farm, Field, Grass and Garden Seeds. Write for prices; samples sent on application. When you have anything to offer submit samples and state price expected, your station.—Ratekins' Seed House, Shenandoah, IOWA.

CLOVER, TIMOTHY, RED TOP, BLUE GRASS, DWARF ESSEX RAPE, POP CORN, BUCKWHEAT, FIELD PEAS, CHICKEN FEED and a full line of FIELD SEEDS for sale to dealers at the right prices. Samples upon application. The ILLINOIS SEED COMPANY, Chicago, Ill.

## MISCELLANEOUS FOR SALE.

FOR SALE—2,400 ft. of second-hand 5-ply, 17½-inch wide rubber belt. 2,800 elevator buckets, 6x14½, four holes, with brace in center. Can furnish boots to go with this belt. Four steel pans, 168 in. long at top, 92 in. long at bottom, 60 in. deep. Prices made on application. Trans-Mississippi Grain Co., 532 Bee Bldg., Omaha, Neb.

FOR SALE—1,280 acre farm in Norman Co., Minn., near the Red River; 160 acres pasture, balance under plow, 1,000 acres plowed in Sept. last fall. Good buildings; barn for 42 head horses, granary for 20,000 bushels grain. Price \$29.00 per acre, \$13.50 per acre cash or good papers, balance on easy terms or crop payment if desired. Kjeldson, 607 Sykes Blk., Minneapolis, Minn.

## FOR SALE.

An elevator furnisher and builder wishes to sell his entire plant, stock and good will. Has large business and a large number of old and steady customers.

Will sell or lease shop property to purchaser of stock, machinery, tools, etc., if desired, and will also sell residence property at a bargain. Will engage with purchaser for one year as mechanical engineer, book-keeper or in any other capacity at small salary to work when health will permit.

Value of property is about as follows:—

Shop—a two-story stone building and grounds—\$4,000.00

Foundry Patterns, Machinery, Tools, etc., about—\$4,500.00.

Residence Property, 7 rooms, pantry and bath-room; furnace, hot and cold water, well and cistern, large basement; small barn, chicken house and large yard under tight board fence. A bargain at \$4,500.00.

Will sell all or part. Reasonable proposition considered.

Address Builder, Box 3, care Grain Dealers Journal, Chicago, Ill.

## GRAIN WANTED.

OATS WANTED, Black and Dark Mixed. Send samples and quote. W. H. Small & Co., Evansville, Ind.

WANTED—Alfalfa, Millet, Cane Seed, Kaffir Corn and Timothy Seed in car lots. W. H. Small & Co., Evansville, Ind.

CORN AND OATS IN SACKS wanted. Quote full or split cars of any grade. The Dewey Bros. Co., Blanchester, Ohio.

CHOICE WINTER milling wheat wanted. Send samples, quote prices. Address Walsh Milling Co., Cuyahoga Falls, Ohio.

WINTER WHEAT wanted. Quote prices, send samples. Ship Big Four or Pa. R. R., Ansted & Burk Co., Springfield, Ohio.

TIMOTHY AND CLOVER SEED, Leaming Corn and American Banner Oats wanted in car lots. E. W. Conklin & Son, Binghamton, N. Y.

GRASS AND FIELD SEEDS wanted. We are always in the market for all varieties. Address the Wm. S. Gilbreath Seed Co., Indianapolis, Ind.

CLOVER, SEED OATS, SWEET CORN wanted—car of each. Name varieties you can supply and quantities. Young & Halstead, Troy, N. Y.

WE WANT good No. 3 shelled corn at C., R. I. & P. and C., M. & St. P. points. Send samples and quote prices your track to Howard & Bemis, Edgerton, Minn.

WE ARE cash buyers of hay, oats, ear and shelled corn. Write us for prices. We want to make your acquaintance. Marietta Brokerage Co., Marietta, O.

WANTED IN CAR LOTS—Timothy, Red and White Cob Ensilage Corn, Red Clover and Millet. Quote with samples. Manitowoc Seed Co., Manitowoc, Wis.

PRICES WANTED on corn, hay, oats, flour, bran, meal, chops, feed all kinds. Best market south. Send sample. Wire; write. H. G. Smith, Birmingham, Ala.

OATS, CORN AND CHOPS wanted on consignment. I solicit consignments of Grain, Hay and Mill Products and will make advances on same. J. L. Perkins, Jr., Broker. Office and Warehouse, 110 Levee St., Vicksburg, Miss.

## WANTED.

Good Soft Winter Wheat.

Think can please you.

Ask for daily bids.

The N.W. Elevator & Mill Co., Toledo, O.

## WANTED—

QUOTATIONS on

Corn, Oats, Hay, and Bran.

H. D. COTHRAN & CO., ROME, GA.

References:

R. G. Dun & Co., and

First National Bank.

We are buyers of TIMOTHY, CLOVER, MILLET, POP CORN, KAFFIR CORN, BUCKWHEAT and other FIELD SEEDS. Also of Grain and Grain screenings suitable for chicken feed. Sellers please submit samples. THE ILLINOIS SEED COMPANY, Chicago, Ill.



**HAY WANTED.**

NO. 1 TIMOTHY HAY, for eastern trade wanted. Write at once. G. W. Kennedy & Son, Shelbyville, Ind.

HAY AND STRAW WANTED on all roads. Liberal advances on all consignments. W. D. Jones, Buffalo, N. Y.

HAY WANTED—Consignments solicited. Drafts for 75 per cent of value honored. Prompt returns. R. L. Chenery, Richmond, Va.

HAY & STRAW WANTED:—top prices and prompt returns guaranteed. Gilbert Plowman & Co., 601 West 33d St., New York, N. Y.

WE ARE in the market for Rye, Wheat and Oat straw, also No. 1 Clover, small bales. John L. Dexter & Co., 27-29 W. Atwater St., Detroit, Mich.

HAY WANTED—Consignments solicited. Top prices and prompt returns guaranteed. For particulars write Leslie G. Dey, Newark, New Jersey.

HAY WANTED—We want to buy all grades delivered our station either for immediate or future shipment. Write us. Geo. W. Hill & Co., Nashville, Tenn.

HAY AND STRAW wanted, all grades. Large or small bales for order trade. For sale, seed wheat, clover and timothy. Mich. & Ohio Hay Co., Allegan, Mich.

HAY CONSIGNMENTS solicited. Will honor draft with bill of lading attached for three-fourths value. Prompt returns. S. T. Beveridge & Co., Richmond, Va.

OUR COMMISSION, 50 cents per ton. It will pay you to send for our mkt. report. If you have straw to sell, quote us. E. K. Lemont & Son, 465 Bourse Bldg., Philadelphia, Pa.

HAY WANTED—Consignments solicited. Liberal advances made. Prompt returns guaranteed. For particulars write Ladue & Cramer, 33d St. and 11th Ave., New York, N. Y.

ALL Railroads, making direct delivery in our warehouse gives us advantage over others in handling Grain, Feed, Hay. S. D. Hunsberger, 2109 N. American St., Philadelphia, Pa.

HAY WANTED—If you have HAY or STRAW to consign or sell, write ALEX F. FISHER, No. 18 N. Y. Hay Exchg., New York, N. Y. Sight or arrival drafts paid or advances made.

HAY WANTED—Consignments solicited. Liberal advances made and prompt returns guaranteed. Van Wie & Moorhead, 84 Board Trade Bldg., Chicago, Ill. REFERENCE, Continental Natl. Bank.

TIMOTHY HAY, choice No. 1 and good No. 2 wanted; also fancy clover mixed hay, any sized bales. Shippers can depend upon full market prices for same. We are strictly commission. Hay received on all routes. Write us. Address P. C. Lynch & Co., 8-12 Jay St., New York, N. Y.

**ENGINES FOR SALE.**

GASOLINE Engine for sale, 10-h. p. Temple Pump Co., 15th Place, Chicago.

ONE STEAM ENGINE, 12 x 24 Slide Valve, for sale. W. S. McKinney & Co., 204 Dearborn St., Chicago, Ill.

GASOLINE ENGINES for sale; slightly used; guaranteed good as new. Witte Gas & Gasoline Engine Co., 43 S. Canal St., Chicago, Ill.

FOR SALE—A 15-h. p. horizontal Atlas engine and boiler complete. First-class condition guaranteed. Wallace Machinery Co., Champaign, Ill.

KEROSENE OIL ENGINES give better satisfaction. Send for catalog. International Power Vehicle Co., 56 W. Washington St., Chicago, Ill.

PIERCE GASOLINE ENGINE for sale; 30-h. p. latest improved 1904; new, guaranteed, \$600.00. Address Pierce Engine Co., Drawer B, Racine, Wis.

GASOLINE ENGINE FOR SALE—8 h. p.; used three months. Reason for selling, elevator sold. Price very reasonable. Stillman, Wright & Co., Berlin, Wis.

GASOLINE ENGINES for sale; new and second-hand; from 1 to 20-h. p.; in good running order. Globe Iron Works Co., 2419 University Ave. S. E., Minneapolis, Minn.

GASOLINE Engines of any make taken in trade for new engine, or will overhaul and put old engine in running order. Address Bauer Machine Works Co., Kansas City, Mo.

GASOLINE ENGINES for sale; all sizes; immediate delivery; guaranteed 5 years. At one profit—maker to user. Witte Gas & Gasoline Engine Co., 43 S. Canal St., Chicago, Ill.

MOUNTED ENGINE, 10-h. p., for sale. Can be used for running threshers, pumping water, running shredders, hauling logs out of woods. Fully guaranteed. The Advance Mfg. Co., Hamilton, O.

GASOLINE ENGINES, all sizes from 2 to 90-horse power. Also boilers, steam engines, pumps, roofing material, pipe, radiation, etc. Ask for catalog No. 326. CHICAGO HOUSE WRECKING CO., West 35th & Iron Sts., Chicago, Ill.

ALL SIZES of the high-grade Lammert & Mann gasoline engines for sale. Also several second-hand engines of other makes and in good repair at a bargain; write for description and prices. Lammert & Mann, 155-161 S. Jefferson St., Chicago.

FOR SALE—The following gas and gasoline engines: 60-h. p. Foos; 65-h. p. New Era; 15-h. p. Lambert; 7-h. p. Otto; 5-h. p. Fairbanks; 6-h. p. Webster; 4-h. p. Foos; 3½-h. p. Des Moines; 2½-h. p. Fairbanks. Backus Gas Engine Co., 22 S. Canal St., Chicago, Ill.

FOR SALE at a bargain—One new 25-h. p. Brown Gas and Gasoline Engine, one new 15-h. p. Brown Gas and Gasoline Engine, two second-hand 12-h. p. Badger Portable, one 2½-h. p. Stover and 2½-h. p. Witte Gasoline Engines. C. P. & J. Lauson, 103 W. Water St., Milwaukee, Wis.

**ENGINES FOR SALE.**

GASOLINE ENGINES for sale. One 22 h. p. Foos; one 6 h. p. Fairbanks; one 9 h. p. and one 14 h. p. Otto; one 25 h. p. Fairbanks-Morse; one 30 h. p. Webster. Write A. H. McDonald, 36 W. Randolph St., Chicago, Ill.

FAIRBANKS-MORSE Special Gas or Gasoline Engine for sale; 25 Horse Power. In good repair, complete with attachments for either Gas or Gasoline, including pipes and tank for Gasoline. Engine can be seen in daily operation at our store. Wilson Grocery Company, 108 S. Washington Street, Peoria, Ill.

FOR SALE—One 25-h. p. simple J. I. Chase engine; one 15-h. p. compound J. I. Chase engine; one 12-h. p. simple Advance engine; three J. I. Chase separators from 40-inch cylinder to 32-inch; four hole Adams sheller, gear or belt. All in good shape; will sell at a bargain. Aug. Schoepel, Ellinwood, Kan.

**ENGINES AND BOILERS.**

FOR SALE—37 horse power, slide valve engine, Jackson Mfg. Co., in good order, now running; 60-horse power Haxton full front boiler, in good order; also small cast-iron feed heater. Price on application. CENTRAL GRANARIES CO., Lincoln, Neb.

**FOR SALE.**

One 16 x 18 150-h. p. Atlas Automatic center crank Engine, built three years ago.

One 60 x 16 tubular boiler without fittings.

One 60-h. p. New Era Gasoline Engine, a bargain.

One 11 x 15 35-h. p. Erie City Engine.

One 24 x 14 x 16 modern fire and burglar proof safe, good as new.

One five-ton wagon scale, new, never set up.

One 4½ x 2¾ x 4 duplex steam pump.

One 60-h. p. closed heater.

Write for latest stock sheet. O. S. Potter, Manufacturers' Agent, Toledo, O.

**MACHINES FOR SALE.**

FOR SALE—Belknap's Little Giant Water Motor, No. 16, good as new. Price \$50.00. B. H. Palmer, Ashland, Ohio.

AS GOOD AS NEW—One corn sheller, one large Howe platform scale; fine. Teuscher & Son Machinery Supply Co., 928 and 930 N. Second St., St. Louis, Mo.

CORN SHELLER for sale—One "Miami Valley", built by Philip Smith of Sidney, Ohio. In good running order. Address Winfield S. Fries, Greenfield, Ind.

SPECIAL BARGAINS in second-hand machinery. Write for Circular No. 19. We may have what you want or know where to get it. A. S. Garman & Sons, Akron, Ohio.

THREE MONITOR Oat Clippers for sale, capacity 1,000 per hour. Two Pease Separators, capacity 800 bushels per hour. Above in fairly good condition. Milwaukee Elevator Co., Milwaukee, Wis.

CORN MACHINES: One Cornwall cleaner; one double screen cleaner; one Victor corn sheller and cleaner combined. All good as new. W. H. Caldwell, 202 Western Union Bldg., Chicago, Ill.

The Rate for Advertisements in above Departments is 15 cents per line each insertion.



## SITUATIONS WANTED.

SITUATION WANTED by an experienced grain buyer. Well recommended. Address Box H, Trent, S. D.

FIRST CLASS NO. 1 MAN wishes position as manager of country elevator. Address Lock Box 323, St. Anne, Ill.

POSITION WANTED as buyer for some grain firm to run elevator. Seven years experience. Address Lock Box 15, Breda, Iowa.

POSITION WANTED as bookkeeper and general office work with grain firm. Address A. E., box 4, care Grain Dealers Journal, Chicago, Ill.

POSITION as Manager of Country Elevator. Nine years experience; 29 years old; married; best references. Address Box 48, Burdett, Kan.

POSITION as agent country elevator; experienced in grain, hogs and coal; best references. Address Nash, Box 3, Care Grain Dealers Journal, Chicago, Ill.

POSITION WANTED as auditor of line elevator company. First-class reference furnished. Address A. R., Box 2, care Grain Dealers Journal, Chicago, Ill.

POSITION WANTED as hay or grain buyer. Long experience. Well acquainted in Ohio, Indiana and Michigan. Best of references. Address Box 436, Tiffin, O.

POSITION WANTED as buyer for line eltr. co.; 8 years experience; will work reasonable to start; best references. State wages. Address Box 43, Cloverdale, Ia.

POSITION WANTED as manager of grain elevator. Fifteen years experience with grain, coal, hay and live stock trade. Best reference. Address E. J. Spencer, Vandalia, Ill.

POSITION WANTED as Solicitor for grain firm, Manager or Buyer at station, or any good position, by sober, industrious man. Good references. Geo. W. Morris. Chestnut, Ill.

EXPERIENCED GRAIN and Elevator man, thorough in all branches of the trade, wishes position with first-class Line Company. Hustler, box 4, care Grain Dealers Journal, Chicago, Ill.

POSITION WANTED by experienced stenographer with grain company in Ohio, Indiana, or Illinois. Can furnish references. Address H. F. W., Box 3, care Grain Dealers Journal, Chicago, Ill.

POSITION WANTED by a young man who has had nine years experience with a wholesale grain firm both in the office and on the road. Best references. Address K. Box 1, care Grain Dealers Journal, Chicago, Ill.

POSITION WANTED as bookkeeper or manager of an elevator, or as solicitor for grain firm, by a young, experienced grain man. A No. 1. Good references. Address R. E. X., Box 3, care Grain Dealers Journal, Chicago, Ill.

POSITION WANTED by an all around good grain man, who has had fourteen years experience in all branches of the grain business; can furnish best of references. Address Hob, box 4, care Grain Dealers Journal, Chicago, Ill.

## SITUATIONS WANTED.

POSITION WANTED as manager of elevator, prefer Minnesota or Dakota. Good references as to character and ability. Address Don, Box 3, care Grain Dealers Journal, Chicago, Ill.

THOROUGHLY EXPERIENCED Elevator man desires position as manager of country elevator, or foreman of transfer house. Reference given and required. Address Low, Box 3, care Grain Dealers Journal, Chicago, Ill.

POSITION WANTED, as manager or superintendent, by a man who knows how to handle an elevator. 15 years experience in both inland and seaboard elevators. First class references. Address T. J., Box 3, care of Grain Dealers Journal, Chicago, Ill.

POSITION WANTED with some Commission House as traveling representative. Have solicited cash business. Six years experience; personally acquainted with trade through Ill., Ind., and Ohio. Control good Consignment and Option business. Address T. C. Sullivan, Joliet, Ill.

## MILLS FOR SALE.

FOR SALE—A steam roller mill; 50-barrel, or trade for same size mill in Missouri. Will sell cheap for cash. Lock Box 24, Edna, Kan.

ROLLED OATS MILL in Iowa to exchange for lands in Minnesota, North or South Dakota. Grand proposition. Investigate. Kjeldson, 607 Sykes Blk., Minneapolis.

FOR SALE—A 90 bbl. Mill; elevator in connection, running night and day; handles 150,000 bushels wheat annually. Also 1,100 acres choice lands. Smith & Hunter, Carnduff, Assa.

\$3,500 BUYS an up-to-date 75 bbl. Plansifter Mill; \$2,500 cash, balance on time. No other mill and no opposition in grain trade; also good shipping point. This will bear investigation. Address Box 48, Sorento, Ill.

FOR SALE—A good flour mill, 550 bbls. cap.; located in the best of wheat producing country. Thoroughly equipped with latest improved roller process; is running night and day. For terms, etc., address C. C. Pollard, Fremont, Neb.

FOR SALE CHEAP—An excellent 50-barrel water-power mill; plenty of water the year around to grind roller system; also good feed burr attached for grinding feed. Will sell cheap. Poor health cause of selling. J. P. Doehler, Ion, Iowa.

## MACHINES WANTED.

CRUSHER for corn on cob with shucks wanted. H. F. Broyles, Greenwood Springs, Miss.

GRASS SEED CLEANER wanted; hand-power, new or second-hand; must be guaranteed to top notch. Address M. L. Crowley, Galva, Ia.

FEED MILL wanted, suitable to grind shelled corn, also rye and graham flour. We have from 6 to 12 h. p. Address Boon, box 4, care Grain Dealers Journal, Chicago, Ill.

## HELP WANTED.

WANTED—Good warehouse and elevator man, one competent to look after machinery and grading of grain. Address Box 42, St. Anthony, Idaho.

TRAVELING SOLICITOR wanted by grain receiving firm. Good man of experience who has some trade of his own. All replies confidential. Address Chicago Receiving House, Box 4, care Grain Dealers Journal, Chicago, Ill.

## PARTNERS WANTED.

FOR SALE, at a bargain, 1/2 interest in 100-bbl. Flour and 50-bbl. Meal Mill. Rolls and burrs for meal all in good shape, doing good business. Saint Jo Milling Co., Saint Jo, Texas.

GOOD PARTNER wanted, with ten or fifteen thousand dollars capital to buy half interest in one of the best elevator and wholesale grain businesses west of the Mississippi River. For further particulars address Partner, Box 1, Care Grain Dealers Journal, Chicago, Ill.

HALF INTEREST for sale, in an old established grain business, to a competent party only, who can take full charge during my almost total absence. About \$18,000.00 invested. Illinois corn and oats only. Address "Half Interest," box 4, care Grain Dealers Journal, Chicago, Ill.

FOR SALE A LIMITED AMOUNT OF STOCK IN A NEW ELEVATOR & LUMBER CO. Will be organized soon to do a Lumber & Grain business in Western Canada. This section is alive with good business openings but it offers no better opportunity than a Lumber & Grain business. For particulars, address Al. Wolbrink, Rosthern, Sask. N. W. T.

## MISCELLANEOUS.

FIRMS having any business relations with Kell & Co., of Mt. Vernon, Ill., will confer a favor by addressing Lek, Box 11, care Grain Dealers Journal, Chicago, Ill.

WANTED—A good man to buy small general stock and operate elevator in a small Iowa town. Good proposition for right man. Address 300 Corn Exchange, Minneapolis, Minn.

WANTED; 15 to 20 h. p. gasoline engine Otto preferred; No. 2 Victor or Western Sheller; No. 2 Cornwall or Western Shaker Cleaner; 200 bushel capacity oat or wheat Clipper; 500 to 700 bushel capacity Hopper Scale. All must be in good condition. Address A. B. C. Box 3 care Grain Dealers Journal, Chicago, Ill.

Would You  
Like My Picture ?



Size 10 x 14, in colors, suitable for framing. The "Katy" Girl sent with 1904 calendar for 12 cts. Address

"KATY,"  
St. Louis.



## NO "SHELL GAME"

Can clean one out of ear corn so quickly, so neatly and completely as



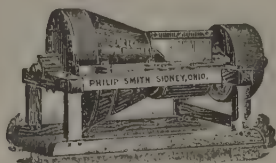
## The OHIO Corn Sheller

Cleans Corn from the Cobs

*It plays "the game" with all shelling surfaces chilled.*

New Corn or Old Corn stands no chance.  
However, it gives everybody satisfaction.

THE PHILIP SMITH CO.,



SIDNEY, OHIO

Can tell you how their machine does "the trick." Ask them.



## TWO GOOD THINGS

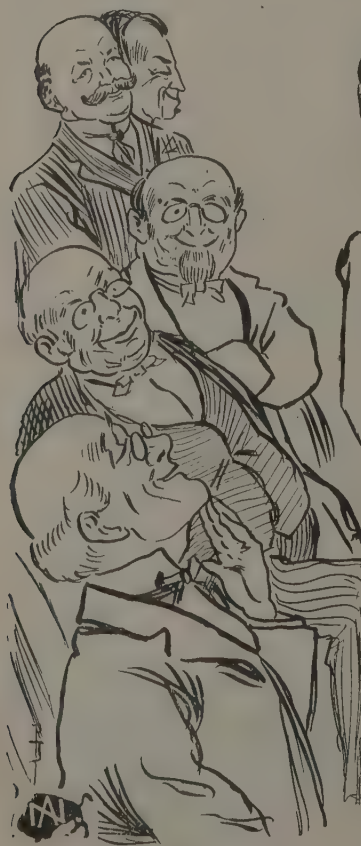
Uncle Sam and the Invincible line of Cleaning Machinery. The

## INVINCIBLE SEPARATOR

The best money can buy. A cleaner that cleans at a minimum expense for power used. A machine that can be depended upon to do the work required of a separator as it should be done. In every point of construction, in material and workmanship the Invincible is the leader. Send for catalog.

Invincible Grain Cleaner Company  
Invincible Works, SILVER CREEK, N. Y.

REPRESENTED BY  
W. J. Scott, 604 Traders Bldg., Chicago, Ill.; Edw. A. Ordway, 512 Exchange Bldg., Kansas City, Mo.; Chas. H. Scott, Nicollet Hotel, Minneapolis, Minn.; J. N. Bacon, The Knickerbocker, Indianapolis, Ind.; J. B. Martin, Jefferson House, Toledo, O.; N. B. Trask, Lochiel Hotel, Harrisburg, Pa.



## THE MONITOR SCHOOL

## Lesson in "MONITOR SPECIALS"

We make a specialty of building special machines, large or small, for all requirements in the cleaning end of the grain business.

We build machines that are the best in design, construction and accomplishments in actual operation.

We would like to figure with you on your special needs and on anything in the Monitor line which includes Monitor Elevator and Warehouse Separators, Scourers and Smutters, Monitor Oat Clippers, Flax and Seed Cleaners, etc.

HUNTLEY MFG. CO., Silver Creek, N. Y.

BRANCHES: { 302 Traders Building, Chicago—F. M. SMITH, Manager.  
418 Third Street, Minneapolis, Minn.—A. F. SHULER, Manager.  
121 Front Street, New York—J. W. PERRINE, Manager.





## GRAIN DEALERS JOURNAL

Published on the

10th and 25th of Each Month

BY THE

GRAIN DEALERS COMPANY

255 La Salle Street,  
CHICAGO, ILL.

CHARLES S. CLARK, Manager.

### Subscription Rates

if paid in advance One Dollar per year; Sixty Cents for six months; if not paid in advance, \$1.50 per year. Single copies ten cents.

To Foreign Countries within the Postal Union, postage prepaid, \$2.00 per year in advance; to Chicago outside carrier limits, \$1.50.

A Red Wrapper on your Journal means your subscription has expired

### Advertising Rates

furnished on application. The advertising value of the Grain Dealers Journal as a medium for reaching the grain dealers and elevator men of the country is unquestioned. The character and number of advertisements in its columns tell of its worth.

"Wanted" and "For Sale" advertisements under the head of Grain Dealers Exchange cost 15 cents per line, each insertion.

### Letters

on subjects of interest to those engaged in the grain trade, and trade news items are always welcome.

CHICAGO, ILL., FEBRUARY 25, 1904.

CARELESS grading of grain bot at country stations generally insures heavy losses.

CARRIERS who issue bills of lading before they receive the grain open the way for deception that may prove very expensive.

HOW much are you paying for cars today? If opposed to tipping for cars, why not express your sentiments to the freight traffic officials at headquarters?

IN VERY few surplus corn districts can dealers afford to buy without careful grading. Too much of the last crop grading no grade in central markets.

LARGER elevators will be needed at every country point unless the railroads supply cars more promptly than they are now doing.

THIS journal is published for dealers having regular facilities only. Recipients will favor themselves by keeping it for their private use.

McCUMBER'S bill providing for federal inspection of every interstate shipment of grain seems to be doomed. However, it should not be deserted until under ground.

CHANGING local managers of country stations frequently does not contribute to the success of a line house, but if a man's work proves him incapable of promoting

the interests of his employer he can not expect to be retained forever.

GRAIN DEALERS who are good mixers of grain, as a rule, are poor mixers with competitors. A little more skill exercised in the latter field is sure to bring as good profits as by mixing shipments.

AN explosion of grain dust at Waukegan, Ill., has wrecked a sugar refinery and left a long list of dead and injured. Do you keep your dust collecting equipment in working order?

THE grain elevator man who is operating a drier this season is one of the capitalists who is making an earnest effort to get the water out of his stock. At the same time he is realizing a gratifying profit from his work.

A POLITICAL chief grain inspector at St. Joseph, Mo., has caused a great flurry in that market by sending out circulars recommending an ex-assistant, who recently launched in the grain commission business at St. Joe. Has he a *silent* interest in the business?

THE question is: Was the \$500 per month paid by the Rialto Grain & Securities Company as a retainer or wasn't it? Senator Burton claims it was. Anyhow, the Rialto Company succeeded in obtaining use of the mails long enuf to get more than their \$500 back.

A MINNESOTA farmer who finds himself prohibited from shooting prairie chickens has sent a bill to the state for corn eaten by 500 chickens during the past three months, to the amount of \$54.55. It is a wonder he did not send the bill to the local grain dealer.

MILLERS of the Southwest are now trying to live up to their agreements to sell flour only for net cash, sight draft attached to bills of lading. It is the safest way to prevent losses on poor customers. The grain shippers of the country seldom do otherwise except to regret it.

THE DIFFERENCE in price between 3 corn and the low grades recently represents the difference in the shipping and consuming value of straight corn, and corn mixed with water. Six or eight cents a bushel difference allows a good margin for shrinkage and expense of drying.

C. S. ALLEN & CO., St. Louis, Mo., who have been advertising for timothy hay delivered at Richmond, Va., rate points, are no longer in that city. In fact, the business has been declared fraudulent by the Postoffice Department, and mail addressed to them is returned to writer stamped "Fraudulent."

A NEW mechanical device has recently been introduced and if it becomes a practical success is sure to facilitate greatly the farmers' marketing of corn. It is none other than an automatic corn picker

and husker, which is pulled along beside a wagon and gathers the corn as fast as it can be hauled away.

DELIVERING off grades at a penalty seems to be meeting with considerable favor on the Chicago Board. One rule has been adopted recently providing for such deliveries and petitions have been circulated providing for others, hence it may not be long before as many different grades can be delivered in Chicago as in New York.

Mr. Gillette of Massachusetts has introduced a bill H. R. 7871 in Congress which is entitled A Bill to Prevent Interstate Telegraph and Telephone Lines Being Used to Promote Gambling. It is a good move, and if enacted will place an effective check on the bucket-shops as well as the pool sellers and other cheap swindlers.

FREIGHT RATES on export grain and flour have again involved the eastern trunk lines in a rate-cutting contest with the gulf lines, and it seems probable that it will be some time before an agreement will be arrived at. Despite the cut rates now prevailing the amount of grain moved is much less than it would be if carriers supplied all the cars needed and maintained their schedule rates.

THE BALTIMORE Chamber of Commerce surely merits unstinted praise for the readiness with which it met the vast losses by the recent conflagration. The members were not to be discouraged by the loss of their building, their offices and equipment, but long before the fire had been checked they were already arranging to continue business. They quickly forgot the ruin and set about to readjust their business to the new accommodations. The Chamber and its members were leaders in the work of rebuilding. They showed the rest of the citizens what to do.

CIVIL SERVICE rules have long been needed by all of our political grain inspection departments, and about the only reason that rules of that character have not been provided is that those identified with the growing and handling of grain have not worked together for the advancement of their common interests. The politicians insist on having these positions for rewarding their henchmen, hence the appointments made are without regard to the qualifications of the applicants, and the work turned out is oftentimes so unreliable and erratic as to be ridiculous.

IN Asked and Answered column, this number, is cited a remarkable decision by a Minnesota judge to the effect that a buyer of hay f. o. b. shipping point must accept it on his contract regardless of condition upon arrival, unless he can prove beyond doubt that the hay was unsound when loaded into car. If this is



good law, shippers who sell on track cannot be required to guarantee the condition of grain upon arrival at destination. The enforcement of such a ruling in the grain surplus states would forever put at end the selling of grain f. o. b. shipping point. If any of our readers know of any decision bearing on this point ever having been rendered he will confer a great favor by giving us such information as he possesses regarding it.

"REASONABLY clean" and "reasonably dry" are terms which admit of wide variation. The grading rule should be changed to specify that grain shall not contain more than a specified percentage of foreign matter or moisture in order to gain admission to a grade, then will the appeals committee be able, thru mechanical devices, to determine without doubt and with exactness, the grade to which the grain is entitled. The buyers and sellers will also be able to tell. Grading by guess will be a thing of the past and inspectors will be trained, thru mechanical assistance, to grade properly. The methods adopted 50 years ago, when the grading of grain by guess was inaugurated, are out of date and should be left behind.

MINNESOTA, for various reasons, seems to be strewn with the wrecks of farmers' co-operative efforts at conducting a grain business. In this number will be found reports of more trouble for those in existence, but this does not seem to deter others from organizing. Experience is necessary to success in the grain business, and as long as the farmers insist on placing their properties in the hands of inexperienced, cheap men, they cannot expect to attain what they are striving for. Often the growers are suspicious of one another and the managing board of their companies, so that success is not possible even with the experienced grain man. Having been induced by the wily promoters to suspect the regular eltr. men in the beginning, their suspicion soon turns to the managers of their own company, with the result that they sell their grain elsewhere.

THE FARMERS Co-operative Warehousing Syndicate which was incorporated last year in Arizona, with a capital of \$300,000,000, seems to have secured all the farmers' notes desired and for the time being has disappeared. However, another trust of no mean proportions is about to organize next week at Omaha, the capital being only \$50,000,000. Whether the National Farmers Exchange will be able to fill the warm place occupied by the Warehousing Syndicate in the hearts of the farmers is doubtful, as the promoters of the Exchange seem determined to sit in their offices and wait for the farmers to come to them. The meetings of this gigantic (?) trust have

been attended principally by the promoters. Our readers will not be warranted in laying in a large supply of flour, fearing an unreasonable advance as the result of this new trust, because its capital has not all been subscribed as yet. The Farmers' Friend has taken a few shares, but that has been to offset expense bills for promoting the trust. Success is still a long ways off.

#### THE TWO TRAVELING BARRELS.

Readers of the Grain Dealers Journal no doubt clearly remember that several times during recent years we have recited the sad tale of two barrels of oil-like stuff which have been traveling up and down the country, lo, these many years, seeking for suckers with money. Nearly every time these packages turn up the name of their oleagenous pushers has been changed.

Recently they have landed in Nashville, Tenn., and altho the stamped envelope enclosed for reply bears the name of the Valley Oil Company, Cleveland, the letter is clearly signed Valley Lard Oil Company. A little matter of that kind, however, will readily be overlooked by most grain dealers, unless they are anxiously looking for trouble. The letter is so much like the forms used as bait on previous occasions that we feel duty bound to repeat it here for the information of new readers who may not know of the wonderful traveling barrels

Cleveland, O., Feb. 12, 1904.

J. H. Wilkes & Co.,  
Nashville, Tenn.,

Dear Sirs:

Can you not accept a half bbl. of EXTRA FINE CYLINDER OIL and a bbl. of EXTRA LARD MACHINE OIL which we wish to dispose of at Nashville? These packages have never been opened, and are in first-class condition.

The EXTRA FINE CYLINDER OIL stands a fire test of 600; and the EXTRA LARD MACHINE OIL for machinery and engine use has no superior. If you will take either or both packages we will be pleased to make delivery to you and will stand all freight charges.

The price on the Cylinder oil is 28c per gal., and on the Lard Machine oil is 19c per gal. If on receipt of the oil it does not meet with your approval we will consider it no sale and take it from you.

Kindly advise us if you can handle either or both packages, and oblige,

Yours respectfully,

VALLEY LARD OIL CO. M.

We will make time of payment June 1st.

#### TIPPING FREIGHT CONDUCTORS FOR CARS.

The practice of tipping freight conductors for cars seems to be growing in spite of the good judgment and sound sense of the majority of the country grain shippers. Every time they pay a train man for a car they whet his appetite for a similar reward whenever he performs the same service thereafter.

The idea of paying \$1 or \$2 a car would not seem greatly objectionable to some shippers who think bankruptcy stares them in the face unless they can get cars to relieve their congested elevators. However, in many cases, small

tips will lead to large ones, and \$10 will be paid for cars because some shipper offers \$1, \$3 or \$5.

The duty of the railroad company is to apportion cars among applicants according to their immediate needs and doubtless the traffic managers of most of the grain carrying roads would see to it that proper distribution was made if the matter of tipping were presented to them by would-be shippers.

It is to be regretted that there are any train men in charge of freight trains who can be induced, for a pittance, to ignore the interests of their employer and its customer; yet there is no doubt that the practice is growing rapidly and becoming burdensome in many sections of the grain-growing states. It will continue to grow unless all grain shippers take a firm stand against the abuse.

#### ECHOES FROM THE BALTIMORE FIRE.

Baltimore's fire is now estimated to have caused a loss of \$80,000,000, while the insurance reported amounts to less than 30 per cent of this vast sum. It cannot be that Baltimore merchants were so derelict in the matter of insuring their stocks and buildings. The companies which must pay the balance of the loss seem to fear the effect reports will have on the insuring public, hence keep their losses to themselves. Many of them will not be required to make reports until next January, hence may be able to recuperate their finances. A number have already gone into the hands of a receiver, and one of the strong companies has re-insured its entire line. The stockholders of the Greenwich were ahead and wished to remain so, hence decided to desert insurance seekers, after receiving their support for years.

The mutuals advertising in the Grain Dealers Journal suffered no loss by the Baltimore conflagration, nor will they by any conflagration, because their risks are so scattered as to make them safe from the conflagration hazard. No doubt the stock companies remaining in business will advance their rates to make up in a measure for the loss recently sustained and to provide ample funds for future conflagrations. Grain dealers who are averse to being required to contribute to this conflagration fund should place their insurance with responsible mutuals who make a specialty of elevator risks.

#### CARRIERS WHO DICTATE ROUTING OF GRAIN.

A correspondent in this number calls attention to the arbitrary methods adopted by some railroad companies in routing grain, regardless of the wishes of the grain shippers along their lines. One of the lines most frequently complained of



in this respect is the I. C. R. R., which insists that grain be billed to New Orleans and the South, except from stations quite near to Chicago.

The carrier is interested in the long haul. Selfish interests prompts it to increase its own earnings whenever possible. It does not care how much the shipper loses, and it seems ridiculous that shippers having contracts in one market should be forced by the selfishness of the carrier which provides him the only outlet for his grain, to ship to another market. It is not reasonable or fair, and a clear presentation of the facts to the courts would no doubt result in an early remedy. The Illinois R. R. and Warehouse Commission is too busy with politics to give any time to the duties ordinarily assigned to it. The carriers are supposed to provide shipping facilities as wanted by shippers, and of course the more they compel shippers to route grain in the railroad companies' interest, the sooner will a competent reform be effected.

It is not necessary for the shippers to ignore their own interests and ship as carrier desires. The statutes, the common law, and justice would all sustain a shipper in insisting that his grain be taken to the market where he has contracted to make delivery. It is a rank imposition to require him to do otherwise. If a carrier were to bid a local manufacturer to ship his machinery to New Orleans instead of Chicago where he had contracted to deliver it, the manufacturer would immediately bring suit for damages resulting from carrier's refusal to transport the machinery to point where he contracted to deliver it and he would readily secure judgment for the full amount of his loss.

## THE RAIL CARRIER'S CHANGE OF HEART.

When the railroad companies doing business at present were incorporated and laid their tracks, ostensibly for the purpose of transporting freight and passengers, it was the widespread impression that the carriers were sincerely in earnest in their desire to furnish the territory penetrated by the different lines with transportation facilities, and it is true that for a time most of the companies did provide facilities equal to the pressing demands of the territory along the different lines, but as the country became more thickly settled, and the farmers' industry resulted in larger and larger crops, it became evident that the railroad companies were not equal to their self-assigned tasks.

Some rail carriers, supposed to be serving the interests of the grain surplus states, are able to pay attractive dividends on the full amount of money invested and on the water. Evidently they are convinced that, should they use any

portion of the amounts now paid out in dividends for supplying rolling stock to accommodate the needs of would-be shippers along their lines, the business would quickly shrink so much that they would have facilities many times in excess of their needs.

Would-be grain shippers whose elevators are bursting with grain that is likely to get out of condition almost any day, are delighted with the situation. They know that unless they can ship out their grain and get it to destination in fair condition, they must suffer a heavy loss, but they do so thoroughly enjoy the carrier's refusal to furnish cars that they would not think of going into the courts and asking for a revocation of the carrier's charter, because of its inability to perform the service for which it has been licensed by the state. This thoughtful regard for the interests of the railroad company and utter disregard of his own interests, is only further evidence of the would-be shipper's benevolent toleration of the shortcomings of the carrier.

If the shipper delays a car one hour over the allotted demurrage period, he feels that he owes the railroad company an apology as well as an extra dollar, and, of course, rushes to the station with hat in hand, lest the carrier should suffer by being deprived of the use of that dollar.

The present-day conditions, however are not always to remain. The worm will turn some day, when the shippers of this country, who after long periods of patiently waiting for cars, and an opportunity to ship out the large quantities of grain they have accumulated, will rise, to a man, and demand that their shipments be transported within a reasonable time, and all damages for delay be paid in full.

In view of the inability of shippers to get cars anywhere within their pressing needs, and the rapid approach of spring, it may be that some action will be taken by the suffering shippers this season. Few of the carriers have performed their duty, unless their duty be to delay shipments in transit and at initial points until it spoils and rots.

Railroad influence probably is behind Senator Foraker's bill No. 3937, introduced Jan. 29, the effect of which if it becomes a law, will be to exempt all import and export shipments from the Interstate Commerce act and the anti-trust act. To make all violations of the anti-trust act or of the anti-railway pooling provision of the Interstate Commerce act depend upon whether the court shall determine that the combination or pool operates unreasonably in restraint of trade, whereas at present the combination or pool is absolutely forbidden by these statutes. To exempt all violators of either the Interstate Commerce act or the anti-trust act from punishment by imprisonment or fine, thereby practically repealing the penalties for cutting transportation rates, by rebates or other devices.

## Observations.

By Traveler.

Is it a good plan to ship to branch houses? This is a question that often confronts us, and many contend that it should be answered by a most decided negative; for, they say, is it natural to expect that a broker who handles business on a division of commissions will render as good service as another who does not? There is much in this; but stop a moment and consider the matter in all of its aspects! To whom is your regular commission firm accountable? "To me, of course," you will say. Quite right! But to whom does his representative in another market make reports, if he handles your grain there? Why, both to you and your commission house, does he not? That is to say, he works under a double check. If you are sending your shipments to the right kind of a firm, they will watch the sales carefully in each of the markets where they are doing business, will keep posted on the relative differences between them through the interchange of samples, and if their representatives do not take proper care of the business entrusted to them, they are sure to be promptly called to account.

\* \* \* \* \*

Many and interesting are the methods used by traveling men in their efforts to obtain business for the houses by which they are employed, and it not infrequently happens that some of the means which bring success are a bit shady in their character. For instance, it is alleged that the agent of one grain commission firm has been industriously spreading the report that the chief competitors of his house are soliciting shipments from farmers and scoopers, although the fact is that the latter have done everything in their power to discourage that class of business. In answer to a recent inquiry by the Secy. of a State Assn., one of the members of the firm stated that, when he had any intimation of the purpose of a "transient" to make shipments, he invariably wrote recommending that the grain be sold to a local dealer (usually naming one or more of the firm's correspondents), and warned the farmer, or whomever it might be, of the risks incurred by shipping direct. Mention has already been made in your columns of the disastrous results which followed the disregarding of this advice by a number of growers in S. D., who lost heavily on their barley by not selling it at the nearest station, and they will be more careful, probably, another time. If all receivers would pursue a similar policy, much benefit would result to the trade at large; and in this connection I would suggest to dealers that they "hold off" about taking stock in every traveler's yarn. If you hear a bad report about your commission house, is it not better to write frankly about it and ask for an explanation, rather than to give the story immediate credence? In such cases, too, it is only fair to state the name of your informant; for the man who goes about telling lies, no matter for what motive, is a menace to all honest men.



## Asked— Answered

### DETERIORATION IN TRANSIT.

Grain Dealers Journal: On Jan. 11 we loaded a car of corn for Louisville, where it was received Feb. 16 and inspected no grade, discount 5 cents. Can we recover from the railroad company on account of delayed delivery? On basis of former grades the car should have been graded No. 4.—Ogden Grain Co., Ogden, Ill.

### REFUSAL TO SUPPLY CARS?

Grain Dealers Journal: The railroad company has had empty cars standing on side track at this station for some days, yet they refuse to let them be loaded.

If grain should damage in the elevator for want of cars to move it, after cars had been ordered and were standing here idle, is there any recourse?—Ogden Grain Co., Ogden, Ill.

### INDORSING SHIPPER'S ORDER BILL OF LADING.

Grain Dealers Journal: In reply to M. A. Rogers & Co. I would state that they are correct in their contention that it is not necessary for the shipper to indorse a bill of lading in order for the railroad to make delivery, when the bill is made out "Order James Jones, notify Sam Smith, New Orleans." Nevertheless railroad companies are justified in requiring indorsement to protect themselves.—B. S.

### WAS THE BARLEY BLEACHED?

Grain Dealers Journal: Not long ago I bought a load of barley which purported to be a straight country shipment, and an extra price was paid for the quality on account of the fact that the grain was quite light in color. It then went to a special bin and was loaded out, the other day, for re-shipment; but what was my surprise to find it considerably darker than when I bought it. Can any one suggest a reason for the change? I don't think it had been bleached, in the ordinary sense of that term, but it seems to have been subjected to some process.—O. R. L.

### WHICH ROAD IS LIABLE?

Grain Dealers Journal: I notice that Gwinn Bros. & Co., in the Journal, ask "which road is liable" for a shortage under the circumstances that are mentioned on page 145. Well, as far as he is concerned, both the Big Four and C. & O. are liable. If the case should go to the courts he can sue them separately or jointly just as the one who holds possession of a note that is dishonored can sue any one or all of the indorsers.

It is customary, however, for claims to be made upon the road which finally delivers the property to the consignee, throwing upon that road the burden of proof that the other is guilty, if such transpires to be the case.—C. E. G.

Grain Dealers Journal: As to which road is liable in the case of Gwinn Bros., I believe they can choose which road to bring suit against. The Supreme Court

of Minnesota, in a decision reported in the Grain Dealers Journal, July 25, page 108, said that when goods have been transported by several connecting carriers, and they are shown to have been in good condition when delivered to the first carrier, but damaged when delivered by the last carrier, the burden is on the last carrier to show that the loss did not result from any cause for which it was responsible.—A Reader.

### IS RAILROAD LIABLE FOR CHANGING BILLING?

Grain Dealers Journal: I sold a carload of grain my track to be billed to Milton, Pa., via Empire Line. I loaded it and ordered it billed this way, and supposed it was, until after it had gone; when the agent told me that the car would not go Empire Line, but would go to Milton, and take the same rate. He thought that was all that was necessary.

When I got returns from the car I had \$18 demurrage and \$33.50 extra freight to pay. What should I do to recover this, as it is certainly not my place to lose it?—R. S.

### CARRIER LIABLE FOR ADVANCE CHARGES.

Grain Dealers Journal: In regard to the railroad company having collected \$55 from a receiver for the account of a shipper, as stated in the Journal for Feb. 10, we are decidedly of the opinion that it is not within the province of a railroad company to act as collector for a shipper.

It seems absurd for an agent to advance money to a shipper, and then put it on the way bill as "advanced charges." We believe such an agent would be discharged immediately if the attention of the higher officials of the railroad company were called to the matter. Very truly yours, W. M. Bell & Co., Milwaukee, Wis.

### IS ROAD HAVING POSSESSION OF CAR RESPONSIBLE FOR LOSS?

Grain Dealers Journal: Where can I find a decision of a court holding that the railroad was responsible for the loss of a car of grain while on its track and right of way, even tho the car belonged to another company and the shipment was made by the other company?—Mark McMahon, Bonham, Tex.

Ans.: In the Grain Dealers Journal of Aug. 25, page 220, is reported a decision of the Supreme Court of Missouri holding the connecting carrier guilty of conversion. And, in the Journal for July 25, page 108, is reported a decision of the Supreme Court of Minnesota that the burden is on the last carrier to show that the loss did not result from any cause for which it was responsible, when goods were in good condition when delivered to the first carrier.

### APPLYING TO COMMISSIONERS FOR DIVISION OF CARS.

Grain Dealers Journal: In the last issue of the Journal a reader asks whether or not it would be well for him to apply to the State Railroad and Warehouse Commission for relief from unequal distribution of cars at his station. If he takes my advice he will not. It seems to

me that he can do no better than to write to his commission firm or the receiving house with which he is doing the most business.

Those who have constant dealings with the transportation companies in terminal markets and are personally acquainted with the leading officials can very readily secure the proper adjustment of a matter of this kind without any friction whatever, while if an attempt is made to enforce justice thru state officials it will only stir up ill-feeling.—A. M. L.

### RAILROAD RESPONSIBILITY FOR DELIVERY WITHOUT BILL OF LADING.

Grain Dealers Journal: If a car of wheat billed "Order White Bros., Battle Creek, Mich.; Notify Upjohn Milling Co." is delivered by the railroad company and unloaded by the mill without the bill of lading, who is responsible? The draft with the bill of lading attached was in the bank for over three weeks unpaid after the arrival of car. We understood that the agent was holding for the bill of lading.—White Bros., Scotts, Mich.

Ans.: In turning over the car to the mill the agent was acting in the line of his duty, thereby making the railroad company responsible for his mistake. Without the presentation of the bill of lading or the paid draft the agent had no authority to deliver the car. If presented to the proper officials the claim will no doubt be paid in full by the railroad without contest.

### BUYER MUST ACCEPT OR PROVE HOT WHEN LOADED.

Grain Dealers Journal: We are very much gratified with the many answers that have been published in the Journal in answer to our letter asking the question, "whether a carrier is liable for advance charges."

We wish to state another case, which, if it does not bring out any replies from the trade, it may do them some good to know how the question is treated by the courts of Minnesota. We made a purchase of about 100 tons of timothy hay, which was stored in a new hay barn. The hay was loaded completely to the roof and was flush with the doorway. It could only be seen at each end of the shed. Our verbal contract with the dealer was that the hay should be sound. We afterward made up a confirmation of the purchase in duplicate, which the dealer never signed, but shipped us two cars to apply on this contract, drawing draft in full. We sold this hay upon its arrival at destination, at a profit and paid the draft, but when the cars were opened the hay was found to be hot, which caused us a loss of \$70.00 on the two cars.

We attached moneys in the hands of a competitor, due the dealer, and sued him for this amount. When the case was tried, even in the face of evidence of men who had been in the business from fifteen to twenty years, to the effect that this hay must necessarily have been hot when it was loaded for shipment to be in the condition it was upon arrival, the court ruled that we must positively show that this hay was hot when it was loaded. We not being on the ground when it was loaded, of course could not put in evidence on this point.

Our attorney argued that this sale was not completed until this hay was delivered

at destination, although it was purchased f. o. b. shipping point, from the fact that it was paid for when draft was presented at destination. The court, however, ruled that the sale was completed when the hay was loaded f. o. b. shipping point, and that in order for us to have any claim against the shipper, we would have to show positively that hay was unsound when loaded into cars. The Judge would not allow testimony to go on record that went to show that this must have been hot at the time it was loaded. Consequently we had no case and lost same. If this is a correct ruling of this judge, it is certainly taking a great risk for any firm to buy any commodity f. o. b. shipping point, and we are now buying hay only f. o. b. destination. Yours very truly, R. W. C. & Co.

## WHAT IS A DROP SCALE?

Grain Dealers Journal: I sold a dealer 2 cars of oats, which fell considerably short. The buyer claimed he could not make any mistake, as he was weighing on a drop scale, 160 pounds per sack. He deducted 512 pounds for the weight of sacks. I would like to know if a drop scale weighs the grain, or grain and sacks. Yours truly, John Reeder, Lena, Ill.

Ans. The drop scale referred to no doubt is something like the automatic bagging scale illustrated on page 79 of the Grain Dealers Journal for Feb. 10. If the shortage is a heavy one and if you have good weighing facilities, we think it would be advisable to go after the railroad company. If the scale is like the one illustrated on page 79, it weighs grain, then drops it into a bag.

## Letters From Dealers

### SECURED IMPROVED TELEGRAPH SERVICE.

Grain Dealers Journal: I noticed in the Journal some weeks ago an article in regard to delayed telegrams. Having had an experience somewhat similar to the one which was related by the commission merchant, I made a vigorous "kick" to the telegraph company, and I am glad to say that the service has since been considerably improved. It looks as though some one along the line had been "jacked up" by his superiors. The company reported that they had made an investigation, and after a while one of their men called on me and made a lot of excuses about over-worked wires, bad weather, etc.; but at any rate there was an improvement, which is all I care about. I would recommend the same course to other dealers. I mean calling attention to poor service.—C. S. B.

### BALTIMORE READY FOR BUSINESS.

Grain Dealers Journal: Baltimore needs sympathy, but that is all. She has the energy and resources to come out of this trouble in a manner creditable to her past record, and it will only be a question of time—short, at that—when she will appear to the world in all her old prestige and glory.

The grain trade is paying drafts as usual and wants business, not money. Our elevators, hay terminals, ocean steamship piers and railroads, with exception of small uptown delivery stations, are not damaged, and now that the trade has secured new office quarters, it is ready for business and can take care of it in a satisfactory manner.

The city will be rebuilt promptly, the delay at present is caused only by the wise determination of our city authorities to change and straighten some of the old streets in order that the new city will be a credit to our people in every sense of the word.

Personally we have much to be thankful for, as we have saved our books and important papers, our loss being confined to our office furniture, etc. Yours very truly, Chas. England, Baltimore, Md.

### STEER CLEAR OF ST. MARY'S, W. VA.

Grain Dealers Journal: In the issue of Jan. 25, page 85, the Journal says St. Mary's, W. Va., seems to be a good market to steer clear of. We have had a little experience and are not thru yet.

Our deal is with R. C. Hyatt. We sold him 5 cars of hay. His first kick was on the amount of the draft; on the next car the grade; and the following car he turned down after letting it stand at diverting point about two weeks. Now he wants us to send him certified check to cover the drafts he has paid, and take the sales and shipments off his hands.

The fact is, the markets are lower than when he bought, and he is not taking his medicine, but cuts us on grade to save himself. If he is the party referred to we would like to combine efforts with some other shipper, to see if he could be made to stand to his trades.—A. R.

### COBS DRY AND KERNELS SOFT.

Grain Dealers Journal: We weighed into a crib 81,570 pounds of yellow ear corn Oct. 29, for a farmer, and it was kept in the crib until he sold us the corn, Nov. 10, when it shelled out 66,300 pounds.

At 70 pounds to the bushel the ear corn amounted to 1,165.20 bus.; while the shelled corn, at 56 pounds, amounted to 1,183.52 bus. The shrinkage in the weight of the corn by shelling was 18.7 per cent.

Most of the cobs in this locality this year are dry; but the corn is not so dry accordingly. We think corn will be all right by May 1.

All most all of our corn has been grading No. 3 in Buffalo, Indianapolis, and Peoria; or, at least 95 per cent of it has. One neighbor dealer had some grade No. 2 yellow in Buffalo.—Keiser & Holmes Elevator Co., Gibson City, Ill.

### ADVANTAGE OF BEING A WORKER.

Grain Dealers Journal: In reading the report of a recent meeting of Illinois grain dealers I was much interested in the various statements that were quoted, among others the remark of H. J. McDonald that since he had served as a director of the association he had "become fully convinced of the futility of old-time methods."

Now there is a tendency on the part of all busy men to evade the responsibility of acting as officers or directors of the organizations to which they may belong,

for many feel that the time which must be devoted to the duties connected with such a position is so much time lost to them in the conduct of their personal affairs. No doubt this is so—in a way, and often it involves considerable sacrifice or private interests to the general welfare; but is there no corresponding gain? Take the case of Mr. McDonald. Was he not benefited by the strengthening of his conviction that it pays to keep abreast of the times? In fact, how can any man derive a clearer insight into the most approved methods of carrying on any particular line of business than by placing himself in a position to observe its workings at a large number of places, and the results obtained by different individuals operating both in unison with and independently of others?

The officer of a grain dealers' association—if conscientious in the discharge of his duties, has unrivaled opportunities for obtaining at first hand information that will be a direct aid to his own business every day in the year, while the unconscious broadening and deepening of his views will be of constantly increasing benefit. I feel impelled to write this because of the difficulty that is sometimes found in getting our most efficient men to serve as officers, directors, or committeemen of the various associations in which we are interested; and I really think that those who refuse or are reluctant to assume the duties of such positions are rather short-sighted.—M. McM.

### RAILROAD REQUIRING CARS TO BE LOADED FOR CELESTIAL MARKET.

Grain Dealers Journal: One of the arbitrary methods now being practiced by some of the roads having southern and eastern outlets for grain is an attempt to control the destination of shipments.

When a car is switched to an elevator for loading the railroad company informs the shipper that it can only be loaded for such a point, thus leaving the shipper the choice of either loading for that point or being deprived of the use of the car. This limits him to one or two markets, and very often works to his disadvantage.

Very often a grain merchant wishes to ship to the Chicago market; but is told by the railroad company that he must load for another point. The object of the railroad company, no doubt, is to secure a longer haul for the grain. Considerable grain is deflected from the Chicago market in this manner, and I wish something could be done to put a stop to it. I would like to know what the law is on this subject.—B. M. R.

### He Was Out of Fodder.

Down in the Ozark regions of Missouri by some chance a newspaper strayed into a benighted neighborhood. The natives got hold of it and lost no time in finding a man who could read, all being anxious to hear the news. One man asked the reader:

"What are they doing down there in Washington now?"

"They are doing lots of things," the reader replied. "Congress has just passed a law adding two more months on to the year, and they are both winter months."

The questioner jumped from his seat with a holler.

"Gee-e-e whiz! And I am just out of fodder."



### Tipping for Cars.

Out of the scarcity of cars during the past few years has grown a most pernicious practice of bribing the local station agent or the freight conductor for cars in which to ship grain from overloaded elevators. That the evil is spreading to an alarming extent is shown by the following extracts from recent letters to the Journal:

"I have sometimes thought that I did not get my share of the cars and have heard rumors of tips, but do not know them to be true."

"We have had much trouble in obtaining cars, and have never tried the tipping process to obtain them. Have often thought we have been discriminated against."

"It is just 3 weeks today since we had an empty car to load. Do not know of any tipping. We have been ordering 8 or 10 cars all the time, and have 20,000 bus. of corn and oats in the house."

"It has been almost impossible for us to get empty cars to ship grain in, yet we have never offered any tips for same, but know of stations that have no trouble in getting empties."

"We have never paid anything for cars but have been greatly troubled to get them and we have had train men tell us that cars were \$2 each. We are satisfied that dealers near us have paid for cars."

"We have had much trouble getting cars for grain, but have never tipped the conductors, altho several times have thought of doing so, and guess if we had would have gotten cars sooner than we did."

"We have not been tipping freight conductors for cars. We have had a number of hints from them that eltr. men and shippers at some points on the line would offer from \$1 to \$10 per car. One conductor told me that one of their eltr. men had offered his men \$100 for 10 cars."

"We grain dealers have to buy cars from the conductors. If it had not been for the conductors we could not have handled a carload of grain last winter. This winter we can't get a car from any one, not even the conductors. I can ship no grain and my elevator is full to the roof."

"It is correct in a few cases that the grain dealers have to give freight conductors tips for cars. Last summer I had to pay \$2 for one car and \$3 for another; when cars were in great demand. I hope that this way of doing business may have to be stopped by the leading officials of the railroad."

"It appears to be a common practice on the P., D. & E., or Evansville branch of

the I. C. Ry., for the conductors to require tips before they will furnish cars in their turn to the shippers along the line. It seems to be one of the requirements, especially when cars are a little scarce, in order to get any cars."

"We find it almost impossible at times to get cars. We have had a car ordered for hay for over 30 days and one for corn for 2 weeks. We have known times when other stations had more cars than they could use and we could get none, but if we have to resort to dishonest means or encourage dishonesty in the railroad employees to conduct our business, we will go out of business."

"I have had trouble about getting cars for loading. I have never tried to bribe a conductor to get them, but have good reasons for believing that other grain men near here have; in fact, I know parties who say a certain grain man near told them that he was buying them last season and the C. & A. Ry. was at that time notified of the fact. I have not heard so much about buying them this season, but I have been having trouble to get cars."

"We have had difficulty in securing cars and having switching work done. We have always taken the ground that it is bad policy to commence tipping conductors or switchmen, and have never done so. We have had to complain to the master of transportation about shortage of cars and having switching done at times, but whenever we did they have always taken the matter in hand, and from their actions they seem to appreciate the stand that we have taken."

"We think a local conductor takes tips. At a station on this line the grain dealers get many cars from the local, while we hardly ever get an empty from that source. I know of no reason why they should get them unless they tip the conductor. We have never resorted to this practice and do not intend to do it. We are taking steps to find how many empties the local leaves at these other places, and if we find that we are not getting our share of the cars we will take it up to the higher officials. This custom should be abolished."

"I find it impossible to get cars to ship what grain and hay is offered, but I never have been tipping conductors or train men for them, as I thought that when I paid freight on cars that was enough, but I think that it is practiced on our line; I am pretty sure of it. I would be glad if we could get the railroad company to give me cars so I could get out what the farmers raise. I have had to store and hold grain and hay for 6 months at a

time, waiting on the railroad to furnish me transportation for it and am about worn out."

"I have been approached any number of times by both the agts. and conductors for tips to furnish me with cars, but have always refused, not believing it anything else but a steal on their part. A few days ago I was needing some cars very badly. The way freight pulled in with 6 empties in the train and I asked the conductor to set out at least 2 of them for me, when he showed me a telegram saying not to leave any empties at Girard, that we were too slow here. From this it seems that it extends farther than the train men and agts. I loaded some cars a short time ago on the I. C. and they almost demanded a tip before I could procure any cars. Besides, I know of parties at this point who make a practice of tipping so as to get cars over the other shippers, and I think the nuisance has been started just in that way."

## Books Received

THE RED BOOK, containing statistics relating to grain, cotton, seeds, provisions and stocks, and the crops, imports and exports of the principal countries, for 1903, has just been issued, by Howard, Bartels & Co., Chicago, Ill.

AN APPEAL FOR A STATE MERIT LAW is the title of an interesting little booklet just issued by the Illinois Civil Service Association of Chicago. It brings a question of vital importance to the grain dealers of the country, and especially of Illinois, right home. The question is: The Merit System or the Spoils System, Which? No grain dealer of experience, but knows that the spoils system now in force in Illinois is directly responsible for the inefficiency for which the Illinois Grain Inspection Department is noted.

THE THEORY OF INVESTMENT AND SPECULATION is the subject of a very interesting booklet, of over 100 pages, issued by Rollin E. Smith of Minneapolis. It is divided into ten chapters, the first dealing with Different Forms of Investment. The other chapters are entitled Speculators and Their Ways, Looking Over the Speculative Field, Wheat, Crop Reports, Errors that are Easily Made, Some Suggestions, Miscellaneous Market Features, The Chart as an Aid in Trade, and Armour's Two May Wheat Campaigns. Mr. Smith is a member of the Chicago Board of Trade, the Minneapolis Chamber of Commerce and a writer of recognized ability. For years he has made a close study of market conditions, enjoyed acquaintance with many prominent brokers, millers and elevator owners, as well as with successful speculators. He has also had experience in the pit. His book is the result of careful observations and wide experience. Those who expect to be guided by the book to a short cut to success in speculation will be disappointed. Mr. Smith's experience has convinced him that speculation is a business, and that it must be learned from the beginning if any degree of success is to be attained. The price of the book is 50 cents.

Good roads were advocated at the annual meeting of the American Road-makers Assn., Feb. 10 at Hartford, Conn.



## Seeds

J. J. Bitzer has engaged in the seed business at Portland, Ore.

Nearly 6,000 bags of clover seed was destroyed in the Baltimore fire.

C. A. Robinson, seed dealer of Baltimore, had his stock destroyed in the fire.

The Board of Trade of Edmonton, N. W. T., is importing 3 cars of seed oats from the east.

Read the decision on warranty of seed, in the column of "Supreme Court Decisions", page 224, this number.

W. A. Simpson & Co. had their warehouse and stock of seeds destroyed in the great Baltimore fire. Fully insured.

The Baltimore Chamber of Commerce has appointed the following clover seed committee for the ensuing year: Jos. O. Linton, J. J. Buffington, and W. G. Scarlett.

The Joe L. Ullathorne Seed Co. has been incorporated at Memphis, Tenn. The capital stock is \$100,000; and the incorporators are: J. L. Ullathorne, O. C. Armstrong, A. S. Ullathorne, H. J. Barrett, Geo. S. Hooper, W. A. Bickford and Henry Craft.

The Treasury Department, in a circular of Feb. 9, has directed customs officers to discontinue the practice of averaging invoice values of seeds, in order to arrive at the foreign market value. Importers will be required to give the value of seeds imported.

Wm. G. Scarlett & Co., of Baltimore, Md., suffered a total loss of their seed warehouses and stocks in the conflagration. Fortunately they were fully insured in the strongest out-of-town companies. Business has been resumed with temporary offices at 2014 Park av.

Russian reds, fine qualities, are getting extremely scarce, and we are informed that sales made are still unfilled, no tenders even being put forward, which looks as if there is an undoubted shortness of the anticipated clover seed crop, and as we know, the market has been steadily rising.—London Corn Circular.

"The seeds you sent me were no good," wrote a constituent to Representative Lacey, of Iowa. "Nothing but weeds grew where I planted them." By the next mail Mr. Lacey sent a reply. "I take pleasure in forwarding you, under another cover," wrote the Iowan, "a copy of a bulletin from the department of agriculture. It is entitled 'Weeds and How to Kill Them.'"—Minneapolis Journal.

The London Corn Circular of Feb. 1 says of clover seed: American easing off, have found buyers on this side, but the "bulls" promptly "collared" the market again and prices resumed their old footing. The position, taken as a whole, for reds seem very firm. White still keeps firm, and rising, finest qualities being exceptionally scarce. "Weathered" seeds are now finding a market, but the crop is undoubtedly short.

Seed receipts at Toledo for the week ending Feb. 20 amounted to 1,470 bags; compared with 2,600 bags for the corresponding week of 1903. Receipts for the season have been 97,976 bags; compared with 83,445 bags for last season. Shipments for the week ending Feb. 20 were

5,022 bags; compared with 6,362 bags for the corresponding week of 1903. Shipments for the season have been 54,703 bags; compared with 62,213 bags for last season.

"It is our intention to form an association to be known as the Western Canadian Seed Growers or something similar to encourage the raising of pure seed, to appoint a man who will give all his time to looking after this matter and to secure several men in each district where wheat is grown to devote their entire time to the raising of pure red fye wheat. The assn. will print and circulate catalogues telling just where this pure seed can be obtained, and in this and other ways do all possible to make the seed wheat of the west pure, and keep it so.—G. H. Clarke, chief of the seed grain division of the Dominion Department of Agriculture, Ottawa, Ont.

Seed receipts at Chicago during the week ending Feb. 20 were: 544,788 pounds of timothy seed, 272,436 pounds of clover seed, 396,873 pounds of other grass seed, and 24,611 bus. of flaxseed; compared with 1,035,571 pounds of timothy seed, 452,240 pounds of clover seed, 591,571 pounds of other grass seed, and 63,000 bus. of flaxseed for the corresponding week of 1903. Shipments for the week ending Feb. 20 were 276,700 pounds of timothy seed, 248,145 pounds of clover seed, 940,030 pounds of other grass seed and 8,030 bus. of flaxseed; compared with 1,346,090 pounds of timothy seed, 567,440 pounds of clover seed, 440,500 pounds of other grass seed, and 22,103 bus. of flaxseed for the corresponding week of last year.

### *Sampler Not Responsible for Deterioration of Grain.*

An arbitration case of unusual interest to eastern buyers of grain is found in a recent arbitration case of Montgomery & Day of New York vs. Robert P. Kettles, Official Grain Sampler at Chicago.

It seems that last July Montgomery & Day bot 50,000 bushels of oats from the J. Rosenbaum Grain Co., to be like sample, part of which they forwarded to Mr. Kettles July 10th, instructing him to take out 50,000 bushels like sample in the Irondale Elevator. On July 15th the grain was loaded into the Steamer Brazil and a sample of the grain shipped forwarded to the buyers, by Mr. Kettles.

The buyer did not complain to the sampler until in a letter of Sept. 30th, 75 days after date of shipment, the buyers made claim on the sampler for \$750, and requested arbitration of the claim or a counter proposition. The defendant readily acceded to the request for arbitration.

Montgomery & Day's claim was based on a difference of 1½c per bushel in the price, brot by the oats shipped in the Steamer Brazil and another lot of Irondale oats sold on the same day in the New York market. The plaintiff insisted that the real difference between the sample of oats bot and the oats delivered was nearer 4c per bushel. Evidence was introduced by the defendant to show that the grain shipped was like sample the grain was sold by.

An arbitration committee consisting of W. G. Husband, A. Gerstenberg, F. P. Hanson, Robt. Thin, Wm. J. Nye and E. S. Skillen refused to allow the claim and charged the cost of arbitration against Montgomery & Day. The plaintiff ap-

pealed from the decision of the Arbitration Committee to the Appeals Committee, but the decision of the Arbitration Committee was sustained.

### *Reflections on a Side-Hill House.*

By Traveler.

Is there any saving effected by having what is known as a "side-hill" house? Some years ago the possessor of a location which would enable him to put up such a structure was deemed extremely fortunate, for the reason that he could dispense with power. Grain was simply dumped or shoveled in at the top, and when a car was placed for loading, nothing more was necessary than to open the chute and let the stuff flow down.

This was all very well in the decades that have gone; but, with present conditions, money is made quite as much by the proper handling, mixing and grading of grain as by any other means known to the dealer; and the best results cannot be obtained except through the use of modern machinery driven by economical power. What is saved in expense is lost in profits—often many times over. Of course, with proper management, the side-hill location still possesses many advantages; but it frequently leads the possessor to rely too much upon the facilities that are natural, instead of to use them merely as adjuncts to his business.

Elevated drives, with the expense attending their construction and maintenance, are no longer popular; for the same conditions apply to them as to the style of houses above mentioned. Now that dealers are brought together in frequent conventions and have an opportunity of comparing notes as well as of visiting the finely equipped elevators that ate usually in the vicinity of such assemblages, they are no longer content to plod along in the same old ruts, but find themselves eager to reap the benefit of such improvements in machinery or methods as come to their attention.

Despite this, however, many grain men are still slow to take advantage of their opportunities. They are "too busy" to read the trade journals, or attend conventions, or look up improvements of any kind; and what is the result? Was there ever a better exemplification of being "penny wise and pound foolish"? These are a few thoughts suggested by a side-hill house which the writer passed on the train yesterday. Other points along the same line will naturally suggest themselves to the reader, and I, for one, would like to see them in print. Perhaps I am not as progressive myself as I pride myself on being. At any rate, I am willing to learn.

Grain elevators of 400,000 tons capacity are to be built at Odessa, Russia, by the Southwest of Russia Railway, at a cost of \$2,500,000.

The delivery of Australian wheat on white wheat future contracts is contemplated by the Liverpool Corn Trade Assn., on account of the small receipts of white wheat from the Pacific Coast.

"Dad," said little Reginald, "what is a bucket shop?" "A bucket shop, my son," said the father, feelingly, "a bucket shop is a modern coöperage establishment to which a man takes a barrel and brings back a bunghole."—Nashville American.



## The Oldest Grain Dealer in Michigan.

Hale and hearty at the age of 83, Daniel Larzelere, the oldest grain dealer in Michigan, is still buying grain as actively as when he began half a century ago. A late portrait of Mr. Larzelere is reproduced in the engraving herewith.

Since he began handling grain in 1846 Mr. Larzelere has seen a vast change in the conveniences for receiving and shipping. When he commenced purchasing at Grass Lake, Jackson County, the railroads had no warehouses. From the private warehouses of the dealers the grain was shipped in bags to the railway station in Detroit and drayed to a warehouse on the river bank, where dump carts placed the sacks on boats.

The railroad track was of wood with an iron strap nailed down. How slow the running schedule was may be imagined from an experience Mr. Larzelere had in helping a Chicago gentleman to

house, and has been continuously dealing in grain at this station for the past 27 years. He personally takes in all the grain he purchases. During the 8 months since June 1 last year he has taken in 74 carloads and shipped 60 cars. Prices have covered a wide range since he began buying wheat at 46 cents in 1846, but Mr. Larzelere never worried, and votes the Prohibition ticket.

## Responsible for Shortages.

The Railway Age, which is the leading railway journal of the world, has seen the writing on the wall and does not hesitate to tell its railroad friends what they must soon do. It says, "Any contract made by the consignor with a carrier as to transportation, is binding upon the consignee, provided it is a lawful contract, but, as before stated, no contract with either the consignor or consignee will relieve a carrier from loss or damage arising from its own negligence.

In the wonderful growth of commerce in connection with railways a great many loose practices have been adopted for the purpose of facilitating the rapid and economical handling of traffic, and it is manifest that some of these will have to be changed. If railroads are to be responsible for the shortage of shipments forwarded in bulk, particularly when made in open cars—and if it shall be found that no means can be devised to release them from such liability, then they will be obliged in self-defense to know the actual quantity loaded and unloaded, besides taking measures to protect it from loss en route. As involving extra expense to do this, a higher charge will be necessary, and, as being a condition which must be faced, the railroads will do well to consider the best method of accomplishing this end.

If indications are worth anything it is certain that the time is not far distant when such commodities as flour, grain, potatoes and perhaps coal, which are now shipped in bulk, without receipt as to quantity, will be covered by specific bills of lading which will insure at destination the delivery of the quantity named therein. There is no adequate reason why this should not be done. A vessel transporting grain is held for delivery of the amount received, and as a consequence the cargo is weighed in and out. This is both logical and defensible, nor is it impossible to follow the same plan with the railroad. That it will be objected to in many quarters and opposed in more is certain, but that such a practice will eventually obtain is believed to be inevitable."

## Late Grain Trade News.

Silex, Mo.—J. P. Mudd has gone into partnership with E. I. Crider, under the firm name of Crider & Mudd.—I.

Rochester, Minn.—T. A. Whiting has just celebrated his 77th birthday. He is still hale and hearty and personally sees to his grain business.—I.

Tiffin, Ia.—Wm. Wolfe is now engaged in the grain business individually, his sons having withdrawn to devote their attention to other business.—I.

Horicon, Wis.—C. W. Kuehn, who represents the Milwaukee Eltr. Co., has bot the Bornsheim eltr. at Fairwater, which has been operated for a time by Smith & Schmuhl.—I.

## Cobs

England has no intention of re-imposing the tax on grain, said the chancellor of the exchequer, Feb. 18, to the house of commons.

Representative Lovering of Massachusetts has introduced a bill in the House to grant millers the privilege of milling foreign wheat and reshipping under a drawback.

Johan Lahusen of Bremen, Germany, has failed with \$250,000 liabilities and \$50,000 assets. Other failures are expected on account of the upheaval of the grain markets.

Trading on the minor fluctuations known as "splits" has been practically discontinued in the wheat pits during the past week, on account of the extremely active markets.

Representative Stevens' bill for the grinding of Canadian wheat in the United States in bond, the by-products to be sold in the United States, has been referred by the ways and means committee to the secretary of the treasury, who has delegated W. S. Chance to investigate the facts in the northwest.

In our report of the Indianapolis meeting of the Indiana Grain Dealers Assn. Jan. 10th number of the Grain Dealers Journal we made an error on page 32, 3rd column next to the last paragraph in omitting a sentence which made it appear as tho the speaker was comparing the new weighing department at St. Louis under Mr. Warren to the inefficient department under the supervision of a weighmaster appointed by the Railroad and Warehouse Commission at E. St. Louis, while it was really being likened unto the very efficient weighing department at Chicago, under H. A. Foss, which the speaker described as being "the best on earth."

Edward G. Heeman says: Ten days ago, I addressed an inquiry to millers and elevator men, covering all the important wheat growing states relative to the reserves in farmers hands, and the outlook for the growing crop of winter wheat. I have received replies from nearly all and am convinced there is more wheat held back than is generally believed, especially in Ohio, also in Kansas and Nebraska and in the Northwest. Taking the whole country over, there is, I should say, at least 25 per cent of the wheat raised last year still in farmers hands, which means more than 150,000,000 bushels. Quite up to the average at this time of year. Most of the correspondents say the high price in Minneapolis last September, the maneuvers in St. Louis and Chicago since that time, and the talk of war, has caused farmers to hold tenaciously in the belief they will get \$1.00. Probably only a good break will bring out this wheat. There was some complaint of dry weather in the south half of the winter wheat belt, but this factor has been eliminated by generous rains this week. Throughout most of Illinois and Indiana and all of Michigan and Ohio, the crop has been well protected all winter. One correspondent aptly puts it as follows: "Our wheat crop looked fine the last time I saw it—Thanksgiving day. Since then it has never been without a heavy covering of snow, and I guess it must be in pretty good condition now." In the past a dry fall was invariably followed by a wet spring, and the best crops were grown.



Daniel Larzelere, Quincy, Mich.

catch his train. The train had just pulled out when Mr. Larzelere invited him to jump into his buggy, and drove the would-be passenger to the next station, three miles distant, before the train got there.

In 1855 Mr. Larzelere went to Dowagiac, Cass County, the Michigan Central warehouse at Grass Lake having been burned, causing him heavy loss. During the next 17 years he bot large quantities of grain, part of the time at six stations, after which he sold out and went on a large farm, remaining there 6 years. While at Dowagiac Mr. Larzelere shipped considerable wheat to the Chicago City Mills; and Dow, Quirk & Co. were his commission house. Besides grain he dealt largely at that time in wool, live stock and merchandise.

The good farming lands surrounding Dowagiac made business good for the dealer. One day and part of the night Mr. Larzelere received 6,000 bus. of wheat, which, however, was unusual. It is believed that Mr. Larzelere has bot of farmers more grain than any other man in the state.

At his present location, Quincy, Mich., Mr. Larzelere rents the railroad ware-

## Non-Fulfillment of Contract. Basis of Settlement.

The Arbitration Committee of the Kansas Grain Dealers Assn. has rendered the following decision:

Plainville Mill & El. Co.,  
vs.

J. B. Wuester,

This is a case resulting from a sale made by defendant to plaintiff on May 22nd, 1903, of one car of 3 or better white milling corn at 36½ cts. per bu. F. O. B. cars Home City, Kans.

The correspondence indicates, First, That on the date of said sale, everything was entirely satisfactory to both parties regarding the conditions and terms of the contract;

Second, That since there were no particular or unusual terms specified by either party, the usual terms and customs were to govern in this transaction.

In confirming this sale under date of May 23rd, defendant says "have ordered car and will load Monday or Tuesday, May 25th or 26th;" however the shipment was not made as promised, and on May 26th, defendant again writes plaintiff, asking him to have patience in regard to the shipment, and promising to "send it as soon as possible," thus voluntarily extending the time beyond the original ten day limit, (which is customarily considered prompt shipment by all Boards of Trade and Association organizations,) and for an indefinite period.

It further appears that knowing of the prevailing conditions in the eastern portion of the state at that time, plaintiff reluctantly submitted to this enforced extension of time, but urging immediate shipment at the earliest possible moment. To this, defendant replied on June 10th, "I can send you the corn as soon as the railroad will accept freight," thus making his time of shipment still more indefinite.

On June 13th, plaintiff again wrote defendant, urging shipment because he (plaintiff) was entirely out of corn to supply the demands of his trade.

On June 29th defendant writes plaintiff that he has no corn, and offers to make settlement on basis of the market difference at the expiration of the time of shipment provided for in the original contract (commonly considered by the trade 10 days), wholly ignoring the several weeks' voluntary delay which he had caused by repeated promises to "ship as soon as possible."

On July 2nd, plaintiff found and purchased 3 or better white corn from other parties at 53 cents per bushel delivered at Plainville, and therewith supplied his needs, and on July 3rd so advised defendant, offering to settle on basis of actual loss, which, figuring freight from Home City to Plainville, made a net loss of eight and eight-tenths cents per bu.

This offer defendant refused, and on July 15th wrote "I have bought some white corn to come in Friday, and will then send you the car of white corn I owe you—I will send you 700 bu., you send me a draft for the amount \$255.50. I want this before I ship the corn." To which the plaintiff replied: "We are not in the habit of sending drafts in payment for grain before it is shipped. All shippers in shipping to us make draft. This is the customary way of settlement. Please load car at once and make draft with bill of lading attached. Same will be honored upon presentation." To this defendant replied on July 20th, "will not ship it till you send a draft for the amount," which plaintiff refused to do, and same has been submitted for arbitration.

This Committee therefore finds, First, That at the time the contract was made, prompt shipment and the customary terms of the Grain Trade were satisfactory to both parties; nothing was said by either party as to making payment in any other manner than by the customary method of making sight draft with bill of lading attached;

Second, That defendant voluntarily extended the time of shipment much to the inconvenience and loss of plaintiff, which fact debars said defendant from claiming any right to settlement on basis of prompt shipment.

Third, That a commercial car load of wheat and corn is now considered by nearly all Boards of Trade and Grain Associations as seven hundred bushels. Therefore, we unanimously award the plaintiff in this case, judgment against the defendant herein, for an amount

equal to eight and eight-tenths cents per bushel on seven hundred bushels, or Sixty-One Dollars and Sixty Cents, said amount representing the excess cost to plaintiff in obtaining the corn contracted for from defendant.

A. T. Rodgers,  
Geo. H. Hunter,  
E. N. Bailey.

## Grain Carriers

The Pere Marquette Railroad is surveying an extension from Paw Paw to Kalamazoo, Mich.

Gulf lines will reduce their rates 1½ cents unless the Missouri River-Chicago rate war soon ends.

The Buffalo-New York lines have reduced the rate on grain for export to 3 cents per 100 pounds.

The Great Northern Railroad is surveying an extension from Red Lake Falls to Pelican Rapids, Minn.

The low rate on grain east from Omaha is not encouraging the movement of much corn to Chicago.

The new tariff of the Chicago & Northwestern road allows shippers the privilege of cleaning, storing and milling in transit at Omaha.

All-steel freight cars have been found a success by the Caledonian Railway of England, and orders have been given for the construction of a large number.

Manager Hughitt says the Northwestern is fighting for a principle in maintaining a lower rate on thru shipments from Omaha than the sum of the locals.

Representative Overstreet has introduced a bill declaring the owners of private cars common carriers and subject to the jurisdiction of the Interstate Commerce Commission.

Another cut of 2 cents was made recently by the Santa Fe in the rate on wheat and corn from country points to gulf ports. The Missouri Pacific and the Rock Island met the cut.

The Interstate Commerce Committee of the House decided Feb. 23 to hold hearings shortly on the Cooper bill, but the date for their opening was left to be determined upon at a subsequent meeting.

Navigation on the lakes is expected to open very late on account of the severity of the winter. The ice has not been so thick since the winter of 1857, when, on June 3, vessels were unable to get into Marquette harbor on account of the ice.

The Illinois and Michigan Canal probably will be abandoned as the result of the decision of the Illinois Supreme Court, Feb. 17, that the legislature has no right under the constitution to appropriate money from the treasury for its operation, maintenance or preservation.

The Rock Island has advanced rates on grain 4 cents per 100 pounds, effective Feb. 27, making the rate to Chicago 12 cents on wheat and 11 cents on corn from the Missouri River. The cut made by the Great Western a few days earlier made the rate to Chicago 6 cents on wheat and 5 cents on corn.

The Pennsylvania, Philadelphia & Reading and Lehigh Valley railroads have

made another cut in the rate between Buffalo and Philadelphia, Feb. 19. The rates before the fight with the New York lines began and after the latest cut are: Wheat, 5 to 2.2 cents; corn, 4.75 to 1.95; barley, 4.5 to 1.7, and oats, 4 to 1.2 cents.

Two United States ports, Duluth and Chicago shipped thru Canadian ports 21,129,000 bus. of grain, last year; while two Canadian ports, Port Arthur and Fort William, shipped 13,500,000 bus. thru American ports. About 48 per cent of the grain making use of the Canadian lake route is grown in the United States.

The Interstate Commerce Commission on Feb. 10 reiterated its former decision that the differential on wheat and flour from Wichita, Kan., to Texas points was not unlawful. The Commission holds that it has no authority to place millers in different states upon precisely the same footing. The rate is 5 cents higher on flour than on wheat.

The Burlington and Alton roads gave notice Feb. 13 that they would reduce the rates on grain from 22 1-2 cents to 15 cents from all south Missouri River points to the south Atlantic ports thru St. Louis. The following lines have agreed to join the two roads in the reduction: Baltimore & Ohio, B. & O. Southwestern, Chesapeake & Ohio, Southern Railway, Norfolk & Western, Big Four, Louisville & Nashville, Vandalia, Panhandle and Pennsylvania.

General Traffic Manager P. C. Stohr of the Great Western says: "We are in this fight to stay, and the Northwestern might as well quit now, as to continue the war. We will meet every cut that system makes from the river to Chicago, even if we have to haul wheat for a cent a bu. Mr. Stickney will not back down. We will maintain absolutely our stand to make any rate the Northwestern quotes. We believe the Northwestern would have backed down long ago had it not been for a question of pride."

Ice in the Great Lakes is thicker than for years. The Canadian ports of Fort William and Port Arthur will be blocked by ice much later than usual, as the water is frozen to a great thickness in Thunder Bay for 60 miles out in the lake. At Duluth the ice is 3 feet thick and extends in a solid field as far as Encampment Island, 50 miles distant. The new car ferry No. 14 of the Pere Marquette road, when attempting to cross Lake St. Clair recently, found the ice too thick and had to return for more fuel, altho built expressly for ice crushing.

## Receipts of Wheat and Corn at Primary Markets.

Receipts of winter and spring wheat at the leading primary markets since July 1 and prior to Feb. 25 have been 181,390,000 bus., compared with 210,478,000 bus. for the corresponding period of the preceding year.

Corn receipts at primary markets for the present crop year prior to Feb. 25 have been 115,080,000 bus., against 94,539,000 bus. for the corresponding period a year ago.

India has increased its wheat area; but the crop is entirely dependent on the winter rainfall. So far the only damage reported is in parts of Bombay, from locusts and want of moisture.



## Nebraska Grain Dealers Excursion.

Promptly at 5 P. M., Feb. 10, 182 enthusiasts pulled out of Omaha over the Mo. Pac., destined for New Orleans. A more promising start for a good time could not have been made. Party consisted of the following grain dealers, their wives and friends: G. W. Venner, A. C. Adams, Wm. Murphy, H. C. Withers, Martin Gannon, A. Logan and wife, L. Meyers, F. Gumble, T. L. Carroll, E. G. West, T. O. Bryant, H. O. Boyd, Jno. F. Piper, A. Maust, J. Ossenkop, Edw. Ossenkop, H. Ossenkop, T. F. Keckler, W. Richards, D. L. Croysdale, J. D. Lemmon, G. L. Smith, Geo. Dobson, F. H. McCarthy, M. A. Roddy, D. R. Frans, J. M. Grace, Al. Yarter, R. E. McClelland, Geo. Rugg, G. W. Little, C. W. Donaldson, J. W. Holmquist, Mr. and Mrs. S. A. Austin and Henry Austin, Mr. and Mrs. Philip Swanson, Luther Anstrom, Jno. Burden and wife, G. A. Schroeder and wife, Wm. Krotter and wife, Mrs. R. S. Hall, C. C. Gibbons and wife, B. T. Barr, Ed. McHugh and wife, Alfred Larson, W. M. Bruce and wife, J. M. Sewell, Geo. S. Hayes and wife, N. S. Shannon, Secy. H. G. Miller, J. O. Phillippi, A. G. F. A., Mo. Pac. R. R.; T. L. Stewart and wife, J. M. Rankin, A. R. Maiben and wife, C. Morritz, J. W. Anderson and party of three, Jas. Sturgeon and wife, G. W. Conrad, C. A. McCloud and wife, Walter Miller, Mrs. J. C. Mulfinger, Cora Damrow, C. J. Harrison, Thos. Murray and wife, H. O. Barber, Earle Fisher and wife, E. Clizbe, E. D. Foster and wife, T. J. Simonek, F. P. Van Wickle, wife, and daughter; L. R. Bostwick, H. E. Clark and wife, C. J. Mullis and wife, J. A. Dunbar, J. H. Currie and wife, G. W. Munger, O. D. Hollis and wife, J. B. Wuester, A. H. Bewsher, Secy. Excursion Committee; T. F. Godfrey, P. & T. A., Mo. Pac.; F. B. Bailey and wife, A. J. Smith, C. A. Richey and wife, J. H. Rogge, Mrs. Engles, Mrs. Gilmore, Mr. Conner, L. D. Dermond and wife, E. F. Marshall, Mr. and Mrs. L. Spelts and daughter, and Mrs. Sue Spelts; E. E. Day, B. C. Marquardt and wife, C. D. Quinton, J. W. Bailey and wife, Cora Cathcart, W. B. Banning and wife, T. B. Purcell, C. Kellner and wife, Ed. Wenzel, L. L. Coryell and wife, B. P. St. John, N. Hamilton, E. A. Markell and wife, A. B. Wilson, T. N. Zimmerman, A. M. Munn, L. B. Baker and wife, H. Massman, S. S. Griffin and wife, Frank Jacquot, D. C. West, Jno. McCarthy, A. N. Conklin and wife, Mrs. E. H. Kendall, Edw. A. Ordway and wife, E. S. Bagley, R. Beckord and wife, F. M. Dorsey, J. W. Knight and wife, J. W. Benson, E. G. Scoville, wife and daughter; F. P. Lint and wife, E. G. Taylor, P. F. Lucas and wife, J. F. Twamley, L. B. Munger and wife, F. S. Spurck, I. Logan, F. P. Logan, S. J. Brown, Mr. Brown, Geo. Lynds, Mrs. Jenkins, Gus Krum, G. M. Mills.

### The Ladies Made Signs at St. Louis Pit Dealers.

St. Louis.—The party arrived at 9 A. M., Feb. 11th. They were met by a committee from the Merchants Exchange. From the moment of arrival until leaving time, that night, this Committee was un-

tiring in its efforts to send the visitors away with a thorough knowledge of what constituted "southern hospitality." Immediately upon arrival of the train, the excursionists found the tables at the Union depot hotel spread and without a moment's delay, proceeded to dispose of a very elaborate breakfast.

Immediately after this some forty conveyances, made up of tallyhos, traps, carryalls, carriages and private conveyances, conducted the party to the Merchants Exchange where those not familiar with the manner of trading were initiated into St. Louis methods. This last was especially interesting to the ladies, many of whom had never visited an active board of trade. What seemed the strangest to them, was the fact that most of the trading done in the pit was done through signs; they could not understand the "thumbs up or thumbs down" signals passing from one trader to another. After the curiosity of the party was satisfied and many samples of grain inspected, and old friendships renewed, again recourse was had to carriages and the party was taken to the World's Fair grounds, reaching there about noon. The day was perfect, the atmosphere was clear and crisp and every thing seemed to be favoring the St. Louis Committee.

The surprise on the part of members of the party with reference to the buildings changed to astonishment, then to wonder, at the beauty of the uncompleted structures that will form a nucleus of the greatest World's Fair Exposition that has ever been held either in this or any other country. Many of the party who have attended both American and foreign expositions are free to confess that for architectural beauty and opportunities for landscape gardening, they have seen nothing equaling that at St. Louis. Words but beggar description. The eye only can convey the magnificence of the work.

After a drive of some two hours through the grounds, the party was taken to the Administration building, where a luncheon had been spread, and this, like all things attempted by the St. Louis Committee, was a grand success. During the course of the luncheon the party was addressed by Sec. to the Exposition Company, and a response made by A. H. Bewsher and J. W. Holmquist in behalf of the excursionists.

Again the party found the carriages ready after the luncheon, and finished the sightseeing by being driven around the "Pike," the state buildings, Forest Park and back to the starting point. Not one of the party left St. Louis that night but held the warmest feeling in their hearts for every member of the St. Louis Exchange, and not a one of them that did not leave feeling determined to return again to see the World's Fair grounds when completed.

Much interest was taken by the Omaha delegation in several pieces of sculpture work by Borghlum, a prominent sculptor employed by the Exposition and a product of Nebraska. These consisted of a "Cow boy and pony"; "The Storm"; "The Indian in his natural state," and "The Indian after civilization." All four have attracted the attention of the leading art journals of the world.

## Memphis Pickaninnies Were as Thick as Blackberries on a Bush.

The party left St. Louis promptly at 9:10 P. M., tired and worn out from the pace set them by their St. Louis friends, and arrived in Memphis the next morning where they were met at the depot by a representative of the Merchants Exchange, who invited the party to meet at the Merchants Exchange trading room at 11:30 A. M., where the program of the day would be outlined to them. Of course, there was not the same opportunity for sight seeing in Memphis as there had been the day before, but notwithstanding this the entire party put in a very enjoyable day. Visits were made to the elevators, to the cotton compress, which was a curiosity to all of the northerners, and to a cotton seed oil mill, and they were accompanied from one to the other of these places by members of the Exchange. Trolley cars especially engaged by the Merchants Exchange took the party from one place to another.

During the waits for the cars much amusement was furnished the party by the "pickinnies" that seemed as numerous as "black berries on a bush." Some of the excursionists early discovered a method by which to interest these "pickinnies" and continue their enjoyment. Nickles and pennies were thrown in the air for a dozen or more of them to scramble for, and while the scramble was on, the photographers of the party, of which there were many, "got busy" with their cameras. There was a row of negro shanties before which this scrambling was going on, and in one of these a seven weeks' old baby was discovered and brought out upon the scene. It was learned from its mother that it never had been christened. The party immediately volunteered to furnish it a name that would do it credit, and were it not for the fear of creating domestic trouble in the home of one of the prominent members of the party, your correspondent would gladly furnish you this name, but there is a possibility that the method by which the child was named might be misunderstood.

### No Gambling (?) at Hot Springs.

In the evening many of the party attended the theatre at Memphis, and from there went immediately to the train, which at 12 midnight, proceeded to Hot Springs. The excursion was now reaching a section of the country holding the greatest interest for the party because of their unfamiliarity with it. When we awoke in Hot Springs the next morning we found a climate spring like and beautiful. In fact, the party had been particularly fortunate in having good weather thus far. There was no organized effort made at Hot Springs to entertain the party, but there were enough interesting points and beauty embodied in the United States reservation as well as the curiosities of "Happy Hollow," the gambling and the bath houses; all of which some members of the party visited. Those who visited the gambling houses were not all men, either; your correspondent fears that were he to give the names of those ladies of the party found in the "Southern Club," a soft sounding name for the leading gambling house of Hot Springs, that there would be some churches in Nebraska with fewer members.

The transition from the mid-winter weather in Nebraska when leaving, to the balmy spring atmosphere in Hot Springs, was felt by many, with nothing but heavy clothing.

## At New Orleans It Was Go, Go, Go.

The train left Hot Springs promptly at 1 P. M., bound for New Orleans, the objective point on the trip. The party took supper at Pine Bluffs, Ark., where again the old southern darkey furnished much interest to the crowd; while some ate and others stretched. The next morning we awoke in the sugar brakes of Louisiana. From then until New Orleans was reached, sugar mills and cotton compresses were as numerous at the stations as elevators in the section from which the party had started. All were surprised to find vegetables growing and all kinds of gardening going on.

The train arrived in New Orleans at 11 A. M., Sunday, the 14th. Party was met at the depot by a Committee from the New Orleans Board of Trade and the programme for their entertainment during their stay, outlined to them by Chairman Leonhardt. From then until 3 o'clock the party was free to follow its own bent. At the latter hour, they collected at the foot of Canal street, where seven cars from the New Orleans Street Railway Company had been chartered to carry the party to Lake Ponchartrain and a sight seeing trip around the city. During the ride many historical points of interest as well as very beautiful homes in the residence section were pointed out and explained by guides accompanying each car, and at 6 o'clock the party was returned to the starting point and turned free for the evening.

Instructions were to meet at 10:30 the following morning at their train to be conducted by the Committee to a transport ferry furnished by courtesy of the T. & P. Railroad Company for the party. It would be impossible to give in words, the pleasure experienced by the members of the party during the progress of this trip. Few if any had ever attended a naval parade; this one being in honor of Rex the King, signaling his arrival in New Orleans. Some thirty odd vessels, consisting of men-of-war, ocean liners, freighters, private and public yachts, formed a line of march, and at the gun's signal, Nebraska was "off with the bunch," well to the fore. A prettier day or a prettier sight could not have been chosen.

After landing his highness, Rex, at the city wharf, the boat bearing the Nebraska party proceeded on to the Westwego elevator, about eight miles down the river, where the terminal elevator facilities at that point were inspected. The party then turned toward New Orleans and after landing assembled at the Board of Trade where regular "southern punch" and sandwiches were served, and thanks for the kindness and courtesy of the New Orleans receivers was extended in behalf of the Nebraskans by A. H. Bewsher.

Mr. Wm. Murphy, of Kansas City, then explained in Italian dialect, why Geo. Washington was made president of the United States, after which Mr. Leonhardt, Chairman of the New Orleans Board of Trade Committee, spoke briefly, expressing his appreciation for the kind words said for his city. Here it might be well to mention that the Nebraskans for the first time proved themselves "quitters"; the pace of the entertainment furnished them by New Orleans was entirely too swift.

The party was completely worn out and exhausted and especially requested that the trip to the Illinois Central terminals, for the day following, be abandoned. All found much interest and diversion for the balance of the time in New Orleans, watching the parades and merry makers and visiting the historical points with which New Orleans abounds, the battleship Texas, and noting with much curiosity the different mannerisms of the local residents.

When the time for departure arrived, many of the party were happy, not because they had not had a good time, but because they saw an opportunity for rest, which the New Orleans Committee persisted in refusing them. It was go, go, go from the time they met us upon our arrival at the train and shook our hands, until our departure from the same point. This party will long remember the attentions shown them by the New Orleans people.

## Little Rock Board of Trade Served Punch.

The train left promptly on schedule time, Feb. 17th, for a daylight ride through the parishes of Louisiana, and arrived the next morning at Little Rock, where a very pleasant surprise was in store for them. Owing to the very brief stay in Little Rock, the Committee in charge of the excursion had made no arrangements for entertainment. However, upon our arrival there, the very enterprising members of the Little Rock Board of Trade met us at the depot and after breakfast escorted us to the Little Rock Board of Trade rooms, where punch was served, and not fruit punch either. All had an opportunity of watching the markets and becoming acquainted with the local dealers. At Little Rock the party met with the first unfavorable weather, having arrived there in a steady down-pour of rain which continued all morning. Train left there at noon headed for Kansas City, our last stop, and being the home of a number of our party, was looked forward to with much expectation.

## Supper at Ft. Smith.

Supper was taken at Fort Smith, Ark., where another surprise was sprung on the members of the party. No notice of the stop had been given and no attention from the Fort Smith people expected. Notwithstanding this, however, while enroute we received a wire from the Commercial Club of Fort Smith stating that a delegation from that body would meet us at the train and that the Commercial Club rooms in the Southern Hotel were at our disposal during our stay in their city. We were urged to extend the time of our stay but our schedule had been previously arranged and had gone beyond the point of correction. All regretted very much that they could not have put in more time in this very progressive and aggressive frontier city.

Leaving Fort Smith the party was hardly prepared for the kaleidoscopic changes in weather that they experienced. Upon arising in the morning we found the ground heavily laden with a crust of ice, the result of a sleet and rain storm the night before. After the balmy spring weather, at times almost summer like, experienced while in New Orleans, the change was rather sudden, especially for those of the party who, while in New Orleans, had forgotten that they were to return to winter upon reaching home and

had changed from heavy to lighter wearing apparel.

## Late Arriving in Kansas City.

Unfortunately our train was late into Kansas City; in fact, it was the only point that the lateness of our arrival interfered with the program arranged for the entertainment of the party, and it did interfere very materially with the plans as outlined by the Kansas City Board of Trade. However, that body was equal to this occasion, as they are to all others. The Committee met the party at 11 A. M., upon its arrival in the city, and had trolley cars in readiness at the depot, from whence they were immediately taken to the Coates House, where a very elaborate breakfast was served to the entire party. That the breakfast was thoroughly enjoyed and relished goes without saying, owing to the lateness of the arrival in Kansas City. After breakfast, a Committee of Kansas City ladies met the ladies of the excursion party in the parlors of the Coates House and held an informal reception. The men of the party were taken to the Board of Trade building where they saw the first active grain market in session since leaving St. Louis.

At 1:30 the ladies of the excursion party were entertained by the ladies of Kansas City in the very pretty tea room of Emery Bird Thayer's, with a seven course luncheon. Coming so shortly after the breakfast, many "eyes were larger than the stomach," and the only regret of this branch of the excursion party was that they were not in "fitter condition" to do justice to the occasion.

The men took luncheon with the members of the Kansas City Board of Trade at the Kansas City and other clubs and various hotels about the city. After luncheon, the ladies found carriages at their disposal for a ride around the city, and as the weather was pleasant, not warm, but just right to make such a ride enjoyable, many took advantage of the opportunity and thoroughly enjoyed the outing.

## Tendered a Banquet by the Kansas City.

At 7 o'clock a fitting climax to our trip was furnished by the members of the Kansas City Board of Trade through a banquet to all members of our party and in which many members of the Kansas City Board of Trade, their wives and lady friends participated. The banquet hall was very beautifully decorated, and was enlivened by the many strains of an orchestra which turned out popular airs with hardly any intermission. After an eight course dinner, Mr. H. V. Seaver, President of the Kansas City Board of Trade, welcomed the party in behalf of Kansas City, and responses were made by A. H. Bewsher and J. W. Holmquist in behalf of the Nebraska dealers.

After this the merry making was on. E. G. West, of Gothenburg, whom it was discovered had been making notes of the trip, was called upon to favor us with his interesting items, but he offered his notes with the request that they be placed in the hands of Mr. Wm. Murphy, the wit of the Kansas City Board of Trade, to be delivered in the Swede dialect, for which Mr. Murphy is so famous. These notes, affecting the individual members of the excursion party as they did, disclosing many happy incidents with which all of the party were not familiar, produced a fund of amusement for the listeners.



Quickly following this, a "black face monologue" was given by local talent, as were also two beautiful vocal selections.

As the time for leaving Kansas City was drawing close at hand, and this being perhaps the last gathering at which all members of the excursion party would be together, the Excursion Committee asked for permission to make a few announcements and acknowledgements to those of the party who were largely instrumental in making the trip a success. Mr. Bewsher, Secretary of the Excursion Committee, then read resolutions of thanks to the St. Louis Merchants Exchange, the Memphis Exchange, the New Orleans Board of Trade, the Little Rock Board of Trade, the Fort Smith Commercial Club and to the Kansas City Board of Trade, all very much similar to the following resolution:

"Whereas, the members of the Nebraska Grain Dealers' Association excursion party, feeling truly grateful to the Kansas City Board of Trade, its individual members and their ladies for the attention and many courtesies shown them during their brief stay in Kansas City, February 19th, 1904, while en route home from New Orleans, and wishing to give formal expression to this feeling, have caused these resolutions to be formulated. Therefore be it

Resolved, that we and each of us, members of the aforesaid party, do hereby tender our hearty thanks to the Kansas City Board of Trade, its individual members and their ladies, for so generously contributing to the pleasure and comfort of our party at a time when pleasure and comfort is so deeply appreciated."

Signed.  
J. W. Holmquist, Pres.  
F. P. Lint.  
A. H. Bewsher, Secy.  
Committee.

Approved by a unanimous vote of the party while at Kansas City enroute home.

A resolution of thanks was also tendered to the Mo. Pac. Railroad, its employees, and especially Mr. J. O. Phillippi, A. G. F. A., and Mr. T. F. Godfrey, T. & P. A. of the Mo. Pac., for our pleasant and successful trip.

One of the party, finding that the excursion committee had been overlooked in the resolution of thanks, instructed the Secretary of the Association to draft suitable resolutions thanking them for the attention and painstaking efforts put forth by them in behalf of the party. All of these resolutions were heartily endorsed by all present.

The members of the party wishing to show in a more substantial way their appreciation of the effort, had previously purchased for A. H. Bewsher, secretary of the excursion, and T. F. Godfrey, P. & T. A. of the Mo. Pac. R. R. Co., two very beautiful suit cases, containing all the necessary articles to a "Beau Brummel" toilet. J. W. Holmquist in behalf of the excursion party presented these, and both were a surprise to the recipients. At the same time presentation was made to Miss Clizbe, the assistant to the secretary of the Nebraska Grain Dealers Assn., to whom a large amount of the detail work of the excursion had been left. This presentation took the form of a check for \$25.00.

Immediately following this the party adjourned to the ball room of the Coates House, where a full orchestra was in attendance upon any who wished to spend the balance of the time before leaving in dancing. When leaving time came many were the regrets that their stay in Kansas City had not been longer.

The train pulled out of Kansas City at midnight on the 19th, closing what was perhaps one of the most pleasant excursions

of its kind that had ever been made from this section. Not one unhappy incident marred the pleasure of the excursionists. Not one complaint was heard from any of the participants. Before reaching home many were urging the excursion committee to arrange another trip for the party to the Pacific coast. The party reached Omaha at 8:30 Saturday, Feb. 20th, having been out just ten nights and nine days.

#### NOTES OF THE TRIP.

Only one man left at any of the stops, Mr. N. Hamilton of Omaha. His reasons were good. He claims to have been visiting friends in Memphis, but it is generally believed that a pair of black eyes was the cause.

Louis R. Bostwick, commercial photographer, accompanied the train for the purpose of taking pictures and compiling in book form.

The "Little Egypt and Fatima" performance while en route "won a home."

E. G. Taylor of Loup City was taken down with an attack of quinsy soon after leaving Omaha and was confined to his berth almost the entire time out.

Wanted; the names of the leaders of the masked sheet and pillow case brigade.

The midnight celebrations on the cars were enjoyed only by those who had a troubled conscience.

No one enjoyed the "early rising habit" excepting the "risers."

Car Auburn that was supposed to be the train office, and consequently under the watchful eyes of the train managers, was the most unruly lot in the party.

The Stag car, Cinaloe, was nightly the scene of revival meetings.

Returning, the baggage car contained a monkey and a parrot bought at New Orleans by members of the party. From then on to Kansas City there was a "monkey and parrot time" continually in this car.

At St. Louis the committee in charge of the excursion took on board 240 gallons of distilled water; fearing that they might be unable to secure water in the South and not wishing to lose an idea as to its taste.

At Hot Springs many of the party availed themselves of the opportunity to take a bath. Some — — —

It is singular with what frequency the men and their wives became separated from each other and neither could find the other until they returned to the car late at night or early the next morning. The southern climate seemed to have a peculiar effect in this respect. Even a few of those who did not become separated had to take the "owl cars."

Practically all of the party were compelled to use the cars for sleeping purposes while in New Orleans because of their inability to secure rooms in the city at any price.

"Sazarac" was the only name that some members of the party could remember after leaving New Orleans.

At New Orleans just before the train pulled out, each car was provided with a bunch of bananas bought direct from a vessel then unloading in the New Orleans harbor.

Kansas City presented the members of the party with a very beautifully printed programme of the entertainment which was to be furnished.

Goffe, Lucas & Carkener furnished a directory of the train, showing each car and the occupants of each berth; a very convenient means of locating one another.

F. J. Campbell & Co. of Omaha distributed carnations to the ladies and cigars to the men on the train leaving Omaha.

Brinson-Waggoner Grain Co., through their Nebraska representative, Mr. T. O. Bryant, distributed roses to the ladies and also a very neat little bill purse to both the ladies and gentlemen of the party.

The Invincible Grain Cleaning Co., through their representative, Mr. Edw. Ordway, distributed a very handy guide book of New Orleans, while en route.

The Murphy Grain Co., Kansas City, presented each gentleman with a leather bill book and each lady with a very pretty leather card case.

The Omaha Elevator Company of Omaha "tagged" each member of the party with their name, car and berth number, as a means of facilitating introductions.

J. O. Phillippi, A. G. F. A. of the Mo. Pac., distributed cigars.

New Orleans furnished each member of the party with a very elaborate badge, especially prepared for the excursionists, made in the Mardi Gras colors of purple, yellow and green.

The trip was used as the occasion of the honeymoon of Mr. and Mrs. E. A. Markell of Nebraska City. While en route a very appropriate souvenir was purchased at Hot Springs and presented to them after a very elaborate address by A. H. Bewsher. The gift was twin papposes. Mr. Markell responded with the wish "that all might have the same."

Amongst the occupants of car Auburn was discovered a violinist. While at Little Rock a subscription was taken up and a violin bought, and it was then discovered that the violinist could only play one tune, the "Arkansaw Traveler." This furnished dance music, however, for the older members of the party for the balance of the trip.

Two of the photographers and the ladies who were accompanying them at the time were about to be arrested at Hot Springs for taking pictures on the government reservation. Before they reached the lock-up, however, the irresistible Bostwick convinced the policeman that it was in his interest to blindfold justice, join the party and have his picture taken. From then on snaps were made fast and furiously.

The Corn Products Co. will hold its annual meeting Mar. 22 at Jersey City.

Grain transportation in Russia has almost stopped on account of the military seizing the rolling stock for the movement of troops and munitions of war.

Flattering reports of success with macaroni wheat are being received by the Rock Island road from farmers who were induced to try it in the arid region through which part of the line runs.

The unsettled state of affairs abroad, with the possibility that other nations will become involved and precipitate a general European war, was a considerable factor in wheat. It served to encourage the outsider to take hold, and there is no denying the fact that the market is now more than a one-man affair. The new buying was mostly in July and September wheat, and it remains to be seen whether this will increase as the market advances further. If so, most anything is possible, for it is the history of speculation that a great wave of public buying will, temporarily anyway, sweep everything before it, whatever may be the outcome.—Edward G. Heeman.

## Supply Trade

The Jeffrey Grab Bucket is described and illustrated in circular No. 77 just issued by the Jeffrey Mfg. Co., of Columbus, O.

The Elyria Gas Engine Co. has been incorporated at Elyria, O., by Herman Ely and others. The capital stock is \$100,000.

The Steel Storage & Elevator Construction Co., of Buffalo, N. Y., reports many new inquiries from prospective builders.—J. C.

The stock of the bankrupt Milwaukee-Rice Machinery Co., of Milwaukee, Wis., has been bot by Phillip Gross & Sons, hardware dealers.

The Perfection Grain Drier Co., of Chicago, Ill., has recently sold one 300-bu. drier to the Henderson Grain Co., of Henderson, Ky.

The Bowlus Automatic Scale Co. has been incorporated at Springfield, O., to manufacture the grain scale invented by H. C. Bowlus. The capital stock is \$50,000.

The C. 'O. Bartlett & Snow Co., of Cleveland, O., has recently sold a rotary drier and conveying machinery to the Dakota Pressed Brick Co., of Deadwood, S. D.

E. E. Perry, secretary of the Indiana Millers Mutual Fire Insurance Co., is to be secretary of the Manufacturers National Mutual Insurance Co., which is being organized by the National Assn. of Manufacturers.

Feeble, desultory, unsystematic, spasmodic advertising never paid and never will. Advertising isn't a lottery, in which any ticket, no matter what the cost, is as likely to win the grand prize as any other. Advertising is a plain business problem, capable of being solved with mathematical accuracy.

The Hartford Blower Co., of Hartford, Conn., has issued sectional catalog, No. 56, describing the Hartford Adjustable Exhaust Fans, Disc Fans, Blast Wheels and Gates. Besides good illustrations, drawings are given showing the principal dimensions of the different sizes. Tables give the capacity, power required, and cost of the different fans. Copies of the catalog will be sent to readers of the Journal on application.

The Allis-Chalmers Co., of Chicago, Ill., will engage in the manufacture of gas engines of a type new in America, under the patents of the Nurnburg Machine Co., of Germany. These engines are operated in connection with a gas producing plant. The Allis-Chalmers Co. also has become the sole licensee in the western hemisphere for the manufacture of turbines under the patent of the Escher-Wyss Co., of Zurich, Switzerland; and has formed a connection with the Turbine Advisory Council, composed of several important English and European companies.

The Borden & Selleck Co., of Chicago, Ill., has recently issued booklet No. 6 on conveyors, elevators, and freight handling machinery, calling attention to some installations now in service that show the

adaptability of the Borden & Selleck machinery to a great variety of conditions. This book of 47 pages contains numerous half-tone engravings with accompanying text explaining their operation in an entertaining manner. For details in regard to elevating and conveying machinery, Howe Gasoline Engines and Howe Scales, those interested are referred to general catalog No. 5. The booklet or the cata-



N. A. Grabill, Daleville, Ind.

log will be sent to subscribers of the Journal on request.

Exports of corn oil for 1903 amounted to 4,383,828 gallons; compared with 3,534,929 gallons for the preceding year, as reported by O. P. Austin, chief of the bureau of statistics.

## A New Elevator Building Firm Started.

Grain dealers in Indiana and adjoining states, to whom S. B. Sampson is well and favorably known, will be pleased to learn that the former secretary of the Indiana Grain Dealers Assn. will continue to be identified with the trade. Mr. Sampson has associated himself with N. A. Grabill, and together they have formed the N. A. Grabill Co., to deal in elevator machinery, steam and gasoline engines, and erect elevators and mills.

Mr. Grabill has been engaged in elevator and mill construction for 35 years; and for the past 5 years has been taking contracts on his own account. He was born in Springfield, O., entered the Union army at the outbreak of the rebellion and served his country over three years. He is a thoro millwright; and gained valuable experience thru his connection with the Nordyke & Marmon Co., and the Weller Mfg. Co.

Mr. Sampson is a young man whose enthusiasm was largely responsible for the success of the Indiana Grain Dealers Assn. On the occasion of Mr. Sampson's recent resignation from the office of secretary the directors of the Assn. recognized his hard work and faithful service by adopting suitable resolutions, expressing their appreciation and regret. Portraits of both members of the new company are reproduced in the engravings herewith. For the present their office will be at Daleville, Ind.

Hay exports for 1903 amounted to 48,515 tons; compared with 87,671 tons during the preceding 12 months.

The Russian finance minister has denied that Russia will prohibit the export of grain. Nevertheless, the Odessa merchants have stopped selling.



S. B. Sampson, Daleville, Ind.



# Grain Trade News

## CANADA.

A very low rate on feed wheat was recently made by the Canadian Pacific Ry.

Melfort, Sask.—Hall & McNab, grain merchants of Rosthern, will build a flour mill at Melfort.

Hartney, Man.—The Ogilvie Milling Co. has installed a gasoline engine to replace the horse power.

Peterboro, Ont.—The plant of the American Cereal Co. was damaged by fire Feb. 12. Loss, \$20,000.

Rapid City, Man.—The eltrs. of the Northern Eltr. Co. and J. Patterson have been closed for the present.

Otterburne, Man.—The eltr. of the Northern Eltr. Co. has been closed for the season by the mgr., A. Wittick.

Port Arthur, Ont.—The terminal eltrs. have accumulated a considerable stock of grain since the close of navigation.

Indian Head, Assa.—Frank Anderson was smothered recently in a bin of wheat at the eltr. of the Dominion Eltr. Co.

Fort William, Ont.—The Ogilvie Flour Mills Co. has let the contract for the erection of a 500,000-bu. eltr. to the Macdonald Engineering Co.

Port Arthur, Ont.—The central electric plant of the C. P. Ry. has been nearly completed. It will furnish all the power for all its eltrs. at Port Arthur.

Elm Creek, Man.—The eltr. of the Ogilvie Milling Co. has been closed for the season and the mgr., Fred McNeil, has returned to his home at Holland.

Winnipeg, Man.—The annual meeting of the Winnipeg Grain Exchange Clearing Assn. will be held March 7, in the board rooms of the Grain Exchange.

Toronto, Ont.—Resolutions urging the Dominion government to appoint weighers at all lake ports were adopted Feb. 10 at a meeting of the Dominion Millers Assn.

Winnipeg, Man.—The Grain Exchange option market was wildly excited Monday, Feb. 22, on war rumors. Cash wheat which closed Saturday at 98 cents jumped to \$1.06½ bid.

Montreal, Que.—Jeremiah Nehin, of Buffalo, N. Y., will have charge of the new eltr. which will be put into operation this spring by the harbor commissioners. It has a capacity of 1,000,000 bus.

Winnipeg, Man.—Mrs. G. H. Bettengen, wife of the mgr. of the Imperial Eltr. Co., was injured Feb. 6 by jumping from her carriage after her horses had become unmanageable, but was not seriously hurt.

Montreal, Que.—The Corn Exchange has decided to urge amendments to the grain inspection act, with a view to doing away with the eastern grain standards board. It is believed the grades should be permanent.

Calgary, Alta.—The C. P. Ry. has let the contract for the construction of an irrigation canal 20 miles in length, near Calgary. It will cost about \$1,000,000 and is a part of a plan for 400 miles of irrigation canal along the Bow river. The canal is to be completed in 2 years.

Montreal, Que.—H. D. Metcalfe, who recently returned from an extensive trip thru the west, states that the prospects for export trade in Manitoba wheat this spring are poor. Dealers in Winnipeg hold little wheat; and farmers have marketed pretty well, so that the quantity to come forward is moderate.

Fort William, Ont.—An agreement has been made between the town council and the Northern, Winnipeg and Canadian Eltr. Companies for the eltr. companies to build a 1,500,000-bu. terminal eltr. at Fort William, on which they are to have exemption from taxes except the school tax, also the co-operation of the town in petitioning the government to dredge the channel to the eltr. property. The eltr. is to be situated near the mouth of the harbor, while the C. P. Ry. and the C. N. Ry. will run tracks direct to it.

Winnipeg, Man.—The posting of the Chicago, Minneapolis, Duluth and St. Louis markets was discontinued by the Grain Exchange, Feb. 16, on account of the desire to interest traders in its own option market, which has been revived, with good prospects for continued success. The lowest amount traded in is 1,000 bus., and for every deal up to 5,000 both buyer and seller have to pay a fee of ten cents for each deal, and ten cents for each additional 5,000 or part thereof. The market opens and closes at the same time as the American markets, opening at 9:30 a. m. and closing at 1:15 p. m.

Winnipeg, Man.—A conference of grain dealers, farmers and railway men was held at the Grain Exchange, Feb. 16, 17 and 18, to consider a remedy for the unsatisfactory conditions under which grain in the country has been marketed. The conference was called by the Territorial Grain Growers Assn., and the organizations represented were: the Northwest Territorial Grain Growers' Assn., the Manitoba Grain Growers' Assn., the Winnipeg Grain and Produce Exchange, the Northwest Grain Dealers' Assn., the Canadian Pacific Railway, the Canadian Northern Railway, chief grain inspector and warehouse commissioner. The following amendments to the Grain Act were unanimously recommended to the Dominion government: That section 4 of the schedule, relating to wheat and other grains grown west of Lake Superior, be amended so as to provide that the western grain standards board, in addition to the present method, shall be called together on five members making a written request for a meeting to the chairman of the board. And that the following recommendation, in regard to the carrying out of the present provisions of the act, be made to the honorable the minister of trade and commerce: First—That all persons, appointed as members of the western grain standards board, be resident within the Manitoba inspection division. Second—That a majority of the persons appointed as members of the western grain standards board, be producers of grain. That the provincial government of Manitoba, and the government of the Northwest Territories be respectfully informed that this conference strongly rec-

ommend that the three members of the survey board, provided for in the General Inspection act for the Manitoba inspection division as to be nominated by each of them, be so nominated by them on the recommendation, when practicable, of the producers of grain. It was resolved that the re-inspection of Manitoba grain east of Fort William, as provided for by the general inspection act, be abolished. It was recommended that the classification of grades of flaxseed be changed to correspond with the Duluth grading.

## CHICAGO.

O. E. Elmore is in California.

Wm. J. Pope is in Pasadena, Calif.

Memberships in the Board of Trade are selling for \$3,500.

L. B. Wilson of Van Ness & Wilson is just back from California.

E. W. Dennis, with Pringle & Browning, has gone south for a rest.

The Corn Products Co. opened its Chicago plant Feb. 15, instead of Feb. 1, as was intended.

Pringle & Browning will on March 1 remove to the offices to be vacated by Harris, Gates & Co.

The committee which is investigating improved systems of clearing trades has been holding meetings.

W. J. Fyffe & Co. have succeeded Fyffe Bros. & Co., W. J. Fyffe having resumed the commission business.

John H. Jones, of the wheat pit and the directory, has recovered sufficiently from typhoid fever to go to Florida.

J. F. Harris & Co. will handle such speculative future transactions as are incidental to their trade in cash grain.

Sigel J. Crafts, who has been with C. H. Canby & Co., will take a rest, after which he intends starting in the brokerage business for himself.

The Western Trust & Savings Bank has been made a regular depository for margins by the directors of the Board of Trade.

Geo. R. Denniston, it is reported, will withdraw March 1 from the firm of Gillett & Denniston and C. W. Gillett will organize a new firm.

The first charter of the season was not made until recently, when the steamer Black Rock took a load of oats at the Atlantic Eltr. for Buffalo.

Daniel J. Sully, the "cotton king," and Bertrand Beer, a prominent southern cotton merchant, have applied for membership in the Board of Trade.

Michael E. Holly, a former trader in the wheat pit, and who has been doing business at New York as Holly & Co., has made an assignment to W. B. Brice.

Jos. G. Snyder, vice pres. of Richardson & Co., is defendant in a suit for \$20,000 damages brot by a man who alleges he was run over by Mr. Snyder's carriage.

The grain committee of the Board of Trade and the state grain inspection department, have agreed on type samples of grades which are to be kept by the committee and the inspection department as the standards.

Grain eltr. men of South Chicago and shippers whose grain passes thru that section of the city are under lasting obligations to Capt. Hughy Melaniphy, whose vigilance and active assistance rendered the Grain Shippers Protective Assn. has

resulted in the arrests of a number of grain thieves and buyers of stolen grain.

The directors of the Board of Trade, on Feb. 16, adopted resolutions approving H. R. Bill No. 7871, introduced by Mr. Gillett of Massachusetts, to prevent interstate telegraph and telephone lines being used to promote gambling.

Altho commission firms are buying new July and new September wheat on all new trades, the transactions in old July continue very heavy, as many customers already were interested in that option when the change was adopted.

After March 9 S. B. Chapin & Co. will clear their own grain and provision trades, having become a member of the Board of Trade clearing house. Geo. R. Denniston, formerly of Gillett & Denniston, will have charge of their business on the Board.

The shipping business is suffering from the car shortage. A second reason for the bad state of the cash corn and oats markets is the uncertainty regarding rates east. A shipper loading out at the going rate would be at a disadvantage in the event of a cut.

The proposition to make No. 2 hard winter wheat deliverable on contract at only 2 cents penalty was carried Feb. 15 by a vote of 473 to 81. Beginning Feb. 16 all trades in the pit have been for new July and September, unless the old delivery was specified.

Brokers who formerly required only 2 cents margin from responsible customers now ask patrons to deposit 5 cents, and to keep it good. The fluctuations are wider than formerly, and on account of war rumors it sometimes is impossible to execute stop-loss orders.

The north branch of the Chicago River is to be made navigable about 2 miles farther north. Contracts for widening and dredging are soon to be let. A terminal railroad reaching this section of the river has been planned by B. F. Weber and W. W. Baird, to connect with the Chicago & Northwestern and the Chicago, Milwaukee & St. Paul roads.

John Chapulis and Frank Watrobe were arrested Feb. 12 for stealing grain from Illinois Central car No. 26,670 on the C. J. Ry. near 40th street. On Feb. 31 Justice Hurley held them to the Juvenile Court. They were tried by Judge Tuthill. John Chapulis was sent to the John Worthy school and Frank Watrobe placed in care of Juvenile Officer O'Malley.

The grain car thieves are still falling into the hands of the detectives. Wm. Klotz was recently arrested by Special Officer A. McLaughlin, of the C. J. R. R., for stealing grain from C. & N. W. car 71098 in Wabash Elevator yards Feb. 1. The following day he was fined \$50 and costs by Justice Hurley. If you had grain in that car that day it will be an easy matter for you to obtain sufficient evidence to collect the shortage from carrier.

Since the death of Dan E. Richardson negotiations for the sale of his large interest in the firm of Richardson & Co. have been under way with John F. Harris, to become effective on Mar. 1, when the firm of Harris, Gates & Co. will be dissolved. The interest of R. J. Richardson was sold 6 months ago to other members of the firm, who are Erskine Richardson, R. D. Richardson and Jos. G.

Snydacker. R. D. Richardson also will sell his holdings to J. F. Harris & Co. The business will be continued at the old offices. The cash grain interests of J. F. Harris & Co. will be moved to the Board of Trade building.

The firm of Van Ness & Wilson has been dissolved thru the withdrawal of L. B. Wilson, who has a host of friends in the grain trade. The firm will be succeeded by Van Ness Bros., composed of G. B. Van Ness and Douglas I. Van Ness, both of whom have been connected with the old firm since it started and are well known to the firm's customers.

Receivers and shippers are circulating a petition for an amendment to the rules of the Board of Trade; permitting the tender on regular contracts of old and new No. 3 white oats at 2 cents penalty after May 1, and of No. 3, No. 3 yellow and No. 3 white corn at 3 cents penalty, except winter shelled corn inspected between Nov. 1 and Apr. 14. It is claimed the change will broaden the trade and make the Chicago market available for hedging transactions.

The market difference between new and old wheat options has increased from nothing to one cent and remained at that discount for several days. The relative values of the old and new have not influenced the trade in making the difference, the weighty consideration being that new could never go to a premium above old, while the new might drop several cents below the old, should prospects for the coming crops prove better in the winter than in the spring wheat territory.

"The Chicago Board of Trade was organized to foster and promote the interests of the cash grain trade of the city. The Board has a transportation committee which might carry out the original purpose and object of the organization by bringing influence to bear upon certain railroads, which, thru their eagerness for long hauls and large earnings, divert grain from Chicago, despite the fact that shippers desire to send their grain to the Chicago market. It would seem that work of this character and of inducing carriers to provide sufficient cars and motive power to care for grain, shippers on their lines are anxious to send to the city, would be in line with the committee's duty to the Exchange and its members."

The directors of the Board of Trade adopted the following regulation regarding warehouses, Feb. 16: The proprietors or managers of such warehouses shall accord every facility to any duly authorized committee for the examination of their books and records, for the purpose of ascertaining the stock of all kinds of grain and flaxseed which may be on hand at any time. Such examination and verification shall be made at least twice each year by the warehouse committee, or any other duly authorized committee to be appointed by the pres., which committee shall have authority to employ experts to determine the quantity of grain in the elevators and to compare the books and records of said regular warehouses with the records of the state grain registrar.

First Assistant Chief Grain Inspector Thomas Stevenson, formerly of Jacksonville, Ill., has been compelled to resign his position in the Chicago grain inspection department because he opposed the Governor in Morgan County. Chief Inspector Bidwill is credited with saying

that Stevenson was one of the best men in the department, and that he is sorry to lose his services, but that he made a mistake in going into Morgan County and working against the Governor. One other encouraging feature of his withdrawal from the department is that he will sue for \$225 back salary, 5 per cent of his salary having been held back as his forced contribution to the campaign fund. Such evidence of mismanagement in the business enterprises of the state and national government should serve to discourage the champions of municipal and state ownership.

On the request of Thomas C. Power, holder of judgments on notes for \$15,350, Judge Tuthill has appointed Fred M. Blount receiver of the Chicago Railway Terminal Eltr. Co., an English syndicate, which several years ago bot eltrs. along the Chicago River. On the following day John S. Goodwin, trustee under \$1,265,000 first mortgage bonds, applied for an order of court restraining the creditors from interfering with his administration of the property. The mortgage covered the Air Line, Galena, City, Union, Fulton, Iowa, Northwestern and St. Paul Eltrs. The Northwestern and Air Line Eltrs. were burned; and the Fulton and St. Paul Eltrs. have been released from the lien. Judge Kohlsaat later appointed the Equitable Trust Co. receiver in bankruptcy. Grain storage in the old-fashioned wooden eltrs. along the Chicago River has not been profitable on account of the competition of the cheaper storage in the fireproof eltrs. at South Chicago. On account of the tunnels under the river boats can not load to full depth, while in the Calumet the biggest boats can load.

## COLORADO

Colorado Springs, Colo.—D. N. Thompson contemplates building a mill and grain eltr.

Denver, Colo.—The World's fair exhibit of Colorado has been prepared. It consists of 116 jars of grain and grasses in the natural state and 50 cases of threshed grain.

## ILLINOIS.

Warren, Ill.—T. H. Kempthorn has about quit the grain business.

St. Francisville, Ill.—John Griggs contemplates the erection of an eltr.

Henton, Ill.—I. F. Dove and Mr. Cooper, of Shelbyville, will build an eltr.

Sycamore, Ill.—Bartlett, Frazier & Carington will build a 20,000-bu. eltr.

Sauemin, Ill.—W. A. Williamson has sold his eltr. to the Farmers' Eltr. Co., of Scoville.

Dundee, Ill.—Borden, Westernman & Co. handle very little grain and make no shipments whatever.

Kinderhook, Ill., Feb. 19.—Wheat does not look as well as it did earlier in the winter.—David Jones.

Mackinaw, Ill.—H. J. Puterbaugh recently lost \$160 on 2 carloads of corn which failed to grade.

Trimble, Ill.—The capacity of the eltr. being erected by the Trimble Eltr. Co. will be about 20,000 bus.

Paris, Ill.—Lon Hinds, formerly agent for Mosher & Co., has been fined \$400 for conducting a bucket-shop.

Smithshire, Ill.—The sale of my eltr. to C. C. Birdsall has been declared off



and I will continue business.—A. H. Davison.

Elwood, Ill.—J. C. Beattie has become the sole proprietor of J. C. Beattie & Co., but retains the firm name.—I.

Peoria, Ill.—The feed house of the Great Western Distillery burned Feb. 17. Loss, \$75,000; insurance, \$49,950.

Elkhart, Ill.—J. F. Prather & Co., bankers of Elkhart, have bot for \$7,250 the eltr. of Geo. A. Bock & Co.

Dawson Park, Ill.—L. S. Rupert is reported to be attempting to do a scoop shovel business at Dawson Park.

Bath, Ill.—John Nelms, grain buyer, was found dead in his bed Feb. 3. He had not been well for some time.

Hayes, Ill.—S. G. Crawford, of Pesotum, has bot the eltr. of John L. Barthel, who has engaged in other business.

Eleroy, Ill.—It is reported that T. J. Clingman, of Buena Vista, will take charge of the eltr. for Meyers Bros.

Morris, Ill.—The Morris Grain Co. is building a grain drier 12 x 14 ft. and 75 ft. high, to be used for drying corn.

The Illinois Valley Grain Dealers' Assn. will meet in the Plumb House, Streator, on Friday evening, Feb. 26th.

Buena Vista, Ill.—It is reported that Wm. Gift, of Red Oak, will succeed T. J. Clingman in charge of the eltr. of Meyers Bros.

Esmond, Ill.—Holcomb Bros. will build sheds this spring and will carry lumber and building materials in addition to their grain business.

Ludlow, Ill.—The Farmers' Eltr. Co. has elected the following officers: James McCabe, pres.; Michael Walsh, secy.; L. N. Bear, treas.

Kankakee, Ill.—R. G. & C. H. Risser have opened their 15,000-bu. eltr., which has been unused for some time, and put it in operation for corn.

Elkhart, Ill.—Thos. J. Henneberry, agt. for Beggs & Lynd, has recovered from a severe illness which it was thot at one time would prove fatal.

Thomasboro, Ill.—A. A. Funk, formerly mgr. for the Zorn Grain Co., will have charge of the eltr. which J. B. Walton & Sons will build at Royal.

Kempton, Ill.—Porch & Adams, of Cavery, Ill., have sold out here to Thos. Rickards, who was formerly in business at Kempton, as Shearer & Rickards.

Springfield, Ill.—The Calumet & Western Eltr. Co., incorporated at Jersey City, N. J., with \$300,000 capital, incorporated under Illinois laws, capital \$30,000.

Flanagan, Ill.—I have been very short on cars and the grain has been going away to other railroads, where they seem to get plenty of cars.—John Sherry.

Delavan, Ill.—Roy E. Curtis has been appointed mgr. of the eltr. of Wayne Bros. at Wayne station, on the C. & A. Ry. between Delavan and Hopedale.

Ransom, Ill.—The Farmers' Eltr. Co. incorporated, \$15,000 capital, to deal in grains and seeds. Incorporators, John Kennedy, Thos. Sullivan and W. H. Conrad.

Marion, Ill.—The Marion Mills Co. incorporated, \$18,000 capital, to conduct a milling and eltr. business. Incorporators, W. W. Whittington, Wm. Rix, and D. C. Brien.

Odell, Ill.—The Odell Grain & Coal Co. made a net profit of 14 per cent on its capital stock last year; 292,925 bus. of

grain was shipped and 960 tons of coal sold.

Congerville, Ill.—O'Hara, Baldrige & Co., of Carlock, have bot for \$3,500 the 15,000-bu. eltr. of Sharp Bros. Geo. Lentz will have charge of the business at Congerville.

Chesterville, Ill.—L. O. Rodman, of Indianapolis, has bot the eltr. of Davis Bros., with its contents, amounting to 25,500 bus. of corn. Possession will be given about March 1.

Joliet, Ill.—J. E. Bush has received notice from the Rock Island Ry. to remove his eltr. off its right-of-way, which is supposed to indicate that the railroad wants the land.

Bloomington, Ill., Feb. 20.—Cars are very scarce and we have had but 2 cars at 2 of our stations since Jan. 19. Could do an immense business if given a chance.—J. E. Hawthorne.

Weston, Ill.—The Weston Grain Co. incorporated, \$8,000 capital, to deal in grain, live stock, coal and lumber. Incorporators, Oscar O. Dillon, Robert P. Cooper, Jasper Readle, and others.

Princeville, Ill.—The United States Supreme Court has decided in favor of Robert Van Tassel of Peoria in his suit for possession of the eltr., which has been held by Mr. Wakefield.

Material for the Illinois agricultural exhibit at St. Louis is being gathered by W. B. Otwell, of Carlinville, Ill., who is supt. for the Illinois World's Fair Commission. Corn will be given a special exhibit, prepared by the state university.

Kirkville, Ill., Feb. 21.—No wheat to amount to anything sown, but what there is looks well. No oats in eltr. and none of the past crop in farmers' hands. About 60 per cent of the last year's crop has passed out of the farmers' hands.—E. R. Boggs.

Peoria, Ill.—The directors of the Peoria Board of Trade have decided not to participate in the movement to secure further legislation amending the Interstate Commerce Act, being of the opinion that the Elkins law affords sufficient protection to the rights of shippers.—I.

Abingdon, Ill.—The People's Traction Co. will build a grain eltr. at Mount corner, about 2½ miles north of Abingdon. For the present the grain will be shipped by the C. B. & Q. Ry., but it is said that a line will connect with the Santa Fe road, when all freight will be turned over to that line.

Remarkable as it may seem to shippers along the C. & A. R. R., in Illinois, who have been raving desperately because of their inability to secure any of the many cars needed to relieve their elevators and their loan account, a train load of empties, north bound, on the C. & A., ran into a coal train at Sag River Bridge, Feb. 17th and were wrecked, just as they deserved to be. The empties should be south bound, to the shippers who are anxious to have their grain transported to market.

Keensburg, Ill.—The mill and eltr. of Schultz & Rosenberger burned Feb. 6, with about 6,000 bus. of corn, a car load and a half of flour and a few hundred bus. of wheat. The fire was caused by lightning which struck the extreme top of the building. Mr. Shultz was seriously injured in trying to save the books, which he understood were still in the office, but which Mr. Rosenberger had removed earlier. He was burned about the face and hands and inhaled the flames to

some extent. Loss, \$15,000; insurance, \$3,800. The mill which was destroyed was one of the first erected in the county and was originally located at Rochester on the Wabash, but was removed to Keensburg when the railroad was built.

## INDIANA.

Gem, Ind.—Jas. Albright has bot out New Bros.

Willow, Ind.—Arlis Thomas has succeeded Wm. Marsh & Co.

Muncie, Ind.—S. C. Hermann has succeeded F. B. Miller & Co.

Acton, Ind.—Means & Senour, of Shelbyville, are new at Acton.

Clifford, Ind.—Atchinson & Boyd have succeeded J. H. Hill & Sons.

Galveston, Ind.—The Galveston Grain Co. has succeeded Daniel M. Turley.

Vincennes, Ind.—Samuel Thompson is agt. for Bartlett, Kuhn & Co., of Terre Haute.

Frankton, Ind., Feb. 16.—Wheat is not looking well in this section.—Frankton Milling Co.

Clay City, Ind.—Bartlett, Kuhn & Co., of Terre Haute, are in the grain business at Clay City.

Hartford, Ind.—The Enterprise Milling, Grain & Eltr. Co. has been organized with \$25,000 capital.

Bicknell, Ind.—Chas. A. Phillippe will install a Richner Grain Feeder, with special A. H. R. Chain No. 78.

Pennville, Ind.—The eltr. which is being built for Teegarden & Skinner will have its own electric light plant.

Auburn, Ind.—Hoodelmier Bros. have leased the eltr. and grain business of the L. J. Miller Grain Co. for 2 years.

Advance, Ind.—C. F. McCreight and M. G. Kimble have succeeded Bowman & Beck as owners of the Advance Grain Co.

Dundee sta., Orestes P. O., Ind.—The 15,000-bu. eltr. for the Urmston Grain Co. will be ready for operation by March 10.

Logansport, Ind.—John M. Enyart has sold his interest in the grain business and eltr. to his partner, W. E. Hurd, who will continue the business.

Winamac, Ind., Feb. 18.—Corn moving slowly; farmers holding for higher prices. Wheat about all sold. New crop does not look very well.—J. M. Brafford.

Hagerstown, Ind.—H. C. Teeter and 2 of his brothers have bot a mill at Hagerstown and will install eltr. machinery to handle all kinds of grain. Mr. Teeter will be mgr.

Frankton, Ind., Feb. 22.—The wheat crop seems to be somewhat injured by the hard winter. Corn in this section of the country is in poor condition for spring shipment, being very soft, and will spoil easily.—Le Roy Urmston.

Otterbein, Ind.—The Otterbein Grain Co. incorporated, \$30,000 capital. Incorporators, Elmer A. and Luther H. Hawkins, Edw. Baker, John Glynn and W. R. Breckinridge. The company has purchased the 2 eltrs. of W. R. Breckinridge.

At the meeting of the Board of Managers of the Indiana Grain Dealers Assn. on Feb. 1, the detail work of making the transfer of the secy's office to Mr. Riley, and the qualification of Bert A. Boyd as treas. was taken up. Just before the close of the meeting the following resolution was unanimously adopted: "Resolved, That S. B. Sampson be extended a vote

of thanks on behalf of the Assn. by the Board of Managers for his interest in the Assn. during the past two years, and for his faithful and efficient service as secy.-treas. and for his accurate and satisfactory accounting and transfer of the funds and property of the Assn. The Board of Management recognizes the difficulties surrounding the work of Mr. Sampson, as the Assn. was brought into existence largely through his personal effort, and the policy was fully outlined and executed by him, and the success of the Assn. is more largely due to his individual and personal efforts than to any other cause, for which the Directors feel grateful to Mr. Sampson."

## INDIANA LETTER.

Cassville, Ind.—Robert H. Ross has bought the interest of his partner, Mr. Shaffer, and the firm name is Robert H. Ross, instead of Shaffer & Ross.

Wheatland, Ind.—Allen & Welton have recently bought the eltr. of U. G. McCoy and now own both eltrs. at this point and are the only regular grain dealers in Wheatland.

Local meetings have been held by Sec. C. B. Riley at Greensburg, Ind., on Friday, Feb. 19th; Fowler, Ind., Monday, Feb. 22d; Hoopeston, Ill., Monday evening, Feb. 22d; Anderson, Ind., Thursday, Feb. 25th.

A meeting of the Board of Managers in conjunction with legislative committee of the Indiana Grain Dealers Assn. was held in the office of the Assn. Wed., Feb. 24th, to consider plans for perfecting the work of the legislative committee.

The Central Indiana Division of the Indiana Grain Dealers Association met in Logansport Tuesday, Feb. 16th, with about 30 dealers in attendance. This meeting was very satisfactory to all interested parties and all returned home feeling that they had been benefited by attending.

The Indianapolis Board of Trade has appointed as a conference committee to meet with the legislative committee of the Indiana Grain Dealers Association the following: J. L. Keach, W. H. Cooper, Arthur Gillett, John M. Shaw, Jas. I. Dissette. A similar committee appointed by the Shippers Protective League consists of E. W. Bassett, C. A. Schrader and O. M. Pruitt.

Deerfield, Ind.—The Mead Grain Co., regular grain dealers at Union City, Ind., persist in doing a scoop shovel business at this point to the annoyance of regular grain dealers in the surrounding towns, and bidders and receivers would confer a great favor on the regular dealers in this locality if they would confine their purchases from the Mead Grain Co. to grain originating at Union City.

At the meeting of the Indiana Retail Hardware Dealers Assn. held in Indianapolis on Feb. 16th, 17th and 18th, S. B. Sampson, former secy. of the Indiana Grain Dealers Assn., appeared before this organization, upon request from the secy. of the Indiana Grain Dealers Assn., Mr. C. B. Riley, and outlined to the hardware dealers the proposed legislation decided upon at the annual meeting of the Indiana Grain Dealers Assn., requesting the hardware dealers to appoint a committee to confer with the grain dealers and others, with the result that this organization appointed such a committee

A. M. P.

## IOWA.

Everly, Ia.—F. N. Wood is agt. for the St. John Grain Co., of Heron Lake, Minn.—I.

Redoak, Ia.—Ed Nation has traded 400 acres of Missouri land for the eltr. of R. A. Stevens.

Davenport, Iowa.—The American Cereal Co. has bot the plant of the National Oatmeal Co.

Bonaparte, Ia.—E. Stadler has leased the grain house of J. B. Barnett and is buying grain.

Bennett, Ia.—Gus. Weise has bot the old eltr. and is tearing it down and removing it to his farm.

Odebolt, Ia.—Chas. Waggoner has succeeded A. L. Pomeroy as mgr. for the Trans-Mississippi Grain Co.

Belmond, Ia.—T. B. Kaufman is believed to have sold out, having given a warranty deed for \$9,600.—I.

Cloverdale, Ia.—Aug. Hayes, recently of Melvin, has taken charge of the eltr. for the Chicago Grain & Eltr. Co.

Decorah, Ia.—C. B. Lennon & Co. have added the purchase of cattle and hogs for shipment to their other lines of business.

Boone, Ia.—The incorporators of the Farmers' Eltr. Co. are: J. M. Hiltz, Arthur Wills, W. A. Sturtz and G. R. Cooper.

Galva, Ia., Feb. 10.—Feeders use all the corn and have to ship in as much more. The station ships about 150,000 bus.—C. A. Malden.

The annual meeting of the Grain Dealers Union will be held at the Hotel Johnson, Red Oak, Ia., on Wednesday, Mar. 9. Afternoon and night sessions will be held.

Crystallake, Ia.—The Reliance Eltr. Co. has closed its eltr. because of the scarcity of grain in the territory around Crystallake. It will be opened again in the fall.

Estherville, Ia.—Mr. Greig, of Greig & Zeeman, Emery, S. D., will remove to Estherville next July to take charge of the line of eltrs. along the Rock Island which they recently purchased from the Douglass Eltr. Co., Worthington, Minn.—I.

Galva, Ia.—The Galva Union Eltr. Co. is not recognized by the Assn. and should not receive the markets from grain firms. It has no track to its eltr., but is an organization formed by a few disgruntled farmers to boom the market. They are having very poor success.

Des Moines, Ia.—At the recent annual meeting of the Iowa Millers Assn. it was decided to impress upon farmers the necessity of improving the winter wheat crop by the sowing of better seed than the sometimes poor quality that is found in their own bins. The millers will advise against the growing of macaroni wheat.

Missouri Valley, Ia.—The eltr. which is being built for the Updike Grain Co., to replace the one burnt in October, had a narrow escape from burning Feb. 5. The workmen left their soldering pot in the building while they went to dinner, and in some manner it was overturned, setting fire to the floor. The fire was extinguished before doing much damage.

Iowa farmers are taking greater interest in the selection of seed, judging by the attendance at institutes where seed is

one of the topics for discussion. The vigorous campaign which has been conducted by the professors of the state university in their talks to farmers at the institutes in different counties, will begin to bear fruit the coming spring in the planting of better corn.

A bill has been introduced in the Iowa legislature which is designed to facilitate the work of organizing mutual fire insurance companies in that state. The present law is unreasonably rigid in that it prevents a mutual company from soliciting business while in process of formation. Iowa also needs a reciprocal mutual fire insurance law which will permit good outside mutuals to be admitted to the state. This will widen the field of the Iowa mutuals by admitting them to other states, and thus grain dealers and millers will be benefited.

## KANSAS.

Harlan, Kan.—Chas. A. Kalbfleisch has succeeded Bandt & Kalbfleisch.—I.

Powhattan, Kan.—J. H. Kinnear will build an eltr. on the Rock Island Ry.

Haven, Kan.—The Farmers' Grain Co. recently incorporated with \$4,000 capital.

Basil, Kan.—L. K. Butts, of Kingman, has bot the 7,000-bu. eltr. of J. F. Cheatum, of Cleveland.

Gas, Kan.—W. H. Hanna is mgr. of the eltr. for the Gas City Grain Co., which recently succeeded E. K. Taylor.

Arkansas City, Kan.—H. F. Probst will increase the capacity of his eltr. at Doster to 10,000 bus.—Chas. Burke, Bluff City.

Damar, Kan.—C. Hoffman & Son have let the contract to P. H. Pelkey for the erection of an eltr. to replace the one burned recently.

Glasco, Kan., Feb. 17.—Wheat is O. K., but will soon need some moisture. Early sowing is the best.—J. E. Rogers, agt. Morrison Grain Co.

The Kansas Grain Dealers Assn. will hold its annual meeting at Kansas City, Mo., June 7 and 8, with headquarters probably at the Midland hotel.

Topeka, Kan.—The state railroad commission has decided that it has no power to order the railroads to grant sites for eltrs., or to build eltrs. The Farmers Co-operative Shipping Assn. will appeal to the supreme court.

Prairie chickens have been destroying the crops in Geary and Riley counties, Kan. Hunters have not been allowed for years on the government military reservation, and the birds have multiplied and spread out over the farms.

Hill City, Kan.—The eltr. for J. F. Rowe will have a capacity of 18,300 bus. The building is to be covered with corrugated iron. An 8½ h. p. gasoline engine and an automatic weigher, of 500-bu. capacity, will be installed.

Holyrood, Kan.—We consider the Grain Dealers Journal one of the best friends and educators of the grain man that is published to-day, and firmly believe if every man engaged in the grain business would take the Journal and read its contents we would have less cause to fight our brothers.—W. W. Smith & Son.

Enterprise, Kan.—C. B. Hoffman, of C. Hoffman & Sons and mgr. of the Farmers' Co-operative Shipping Co., has ordered 15 of the 60 eltrs. of the 2 companies closed by March 1, as the grain will have all been shipped from their



territory by that time. During March another 15 will be closed, while the others will very likely remain open.

If the grain dealers and millers of Kansas are alive to their own interests they will make an earnest fight at the next session of the State Legislature for the passage of a bill authorizing mutual fire insurance companies in that state. The stock companies must of course be expected to oppose the measure, at every turn, solely from selfish interests.

Kingman, Kan., Feb. 22.—Wheat in this county is looking first-class at this writing altho a good rain will do us no harm. If we have plenty of rain in the spring I have no doubt but we will have an immense crop the coming year. We had very heavy rains last fall that have kept the ground in fine shape to withstand the drouth that we have had this winter.—L. K. Butts.

#### KANSAS LETTER.

Powhattan, Kan.—Johnson & Co. have bot the property of C. E. Sheldon.

Maize, Kan.—Benjamin French has bot the eltr. property of J. T. Norris & Co.

Severance, Kan.—S. Bredahl, of Powhattan, has bot the eltr. of H. B. Dick-erhoof.

An excursion is being talked of for the members of the Kansas Grain Dealers' Assn. to the St. Louis Exposition after the close of the annual meeting of the Assn.

Topeka, Kan.—G. A. Jones, of Everest, is still confined to the hospital in Topeka, as a result of injuries received in the wreck near Topeka some time ago. He underwent an operation recently and at present is improving.—A. D.

#### KENTUCKY

Hopkinsville, Ky.—A. G. Boales, a grain broker, died Feb. 6, of paralysis.

Louisville, Ky.—Chas. Blazer, who swindled S. Zorn & Co. out of \$2,500, has been captured in Alabama.

Burgin, Ky.—The Lear Flouring Mill & Eltr. Co. is preparing to rebuild its mill and eltr. which burned recently.

Louisville, Ky.—The C. E. Bartoo Co. has been incorporated to deal in grain, hay and feed. C. E. Bartoo is pres. and Fred W. Weigel secy. and treas.

#### MARYLAND

Walkersville, Md.—The Walkersville Eltr. Co. has sold its grain business.

Baltimore, Md.—While the export grain eltrs. were untouched by the fire, the local trade suffered some loss. The eltr. and mill of the C. A. Gambrill Mfg. Co. were burned. Lederer Bros. lost their warehouse and contents, but had it fully insured. Wm. G. Scarlett & Co., whose warehouses and stocks were completely destroyed, also were fully insured in the strongest out of town companies.

Clearspring, Md., Feb. 18.—We have less wheat and corn in this section now than usual at this season of the year, and with a good local demand which will likely continue thruout the season, especially for corn. Prices will be higher than city market basis. Prospects for growing wheat are poor, and there is almost no rye or oats grown here.—W. S. Corbett.

Baltimore, Md.—All departments of the Chamber of Commerce resumed business Feb. 12 in the temporary trading quarters in the Masonic Temple. The samples

were displayed on tables, and regular grain calls were held. Until Feb. 11 business was hampered by the eltrs. refusing to receive grain owing to the inability to place insurance. The difficulty was promptly overcome. The resumption of business was materially aided by the faithfulness and courage of two clerks of the Chamber, who on the night of the fire removed the books of certificates of the inspection and weighing departments and stationery of the secretary.

#### BALTIMORE LETTER.

The Chamber of Commerce has adopted resolutions petitioning the state legislature to facilitate the extension of the Wabash Railroad to Baltimore by proper legislation.

The following have been elected as inspectors of grain for the Chamber of Commerce for the ensuing year: Chas. McDonald, Jr., Henry E. Grape, C. J. Crumline, Samuel D. Thomas, Jos. Wirth, Lloyd Dorsey, and David H. Larkin. The new transportation and law committee is composed of the following: J. W. Snyder, Thos. Leishear and Geo. T. Gambrill.

The efforts of the New York grain trade to do away with the differential which Baltimore and Philadelphia have enjoyed since 1882 are being vigorously opposed by the two southern cities. It is believed that New York is not entitled to any advantages in rates, while it continues exorbitant port charges. Pres. Gorman, of the Baltimore Chamber of Commerce, on Feb. 18 appointed the following committee: Jno. W. Snyder, Blanchard Randall, James A. Clark, Robert Ramsay, Geo. T. Gambrill, Charles England and John M. Dennis, to which was referred this matter, and at a general meeting of the entire Chamber on Feb. 19th reported a protest which was unanimously adopted, copies of which were sent to all the railroads and trades bodies interested. The resolutions point out that the equity of Baltimore's differential was determined by an impartial commission in 1882, and affirmed by the Interstate Commerce Commission in 1898, in its decision in the case of the New York Produce Exchange against the railroads.

#### THE BALTIMORE FIRE.

Much that has been written about the Baltimore fire is sensational, and still more void of reason, but it yet remains to be described the distressing feeling experienced by Baltimoreans, whether sufferers or not, who were obliged to witness the destruction of handsome buildings and their valuable contents, evidences of long established and respected business interests, also the instant wiping out of landmarks, around which gathered all the deep sentiment of civic pride. Chicago once realized such bitterness, and to all whom it came, the impression will last with memory. To latter generations it will ever be dread history, and thus it is with Baltimore. Chicago demonstrated to the world the recuperative ability of Americans, and Baltimore holding this example before her eyes, and conscious of her inherent strength, energy and resources, has determined in the end to be victor over the destroyer she could not then hold in check, and the only fretting heard is at the delay in granting building permits because of the wise determination of the Citizens' Committee to take advantage of present conditions to widen and straighten some of the streets.

The exact origin of the fire is unknown. It started at 10:48 a. m., Sunday, 7th inst., in the large six-story warehouse of J. E. Hurst & Co., which fronted on three streets, and contained a large stock of dry goods, etc. An explosion, said to have been caused by gas, generated by confined smoke, crashed the windows of surrounding buildings, and the high wind carried fire and sparks into the opening thus made. When the fire started the wind was strong from the south, and it was expected that the fire would make a streak for the residential section of the city, but later the wind changed to a northwest gale, and what had been a narrow path of destruction, from south to north, became a wide stretch to run from west to east, and the efforts of the fire department were afterwards exerted to narrow it to a point by closing in on both sides. This would probably have been successful had the wind not changed again, and it was Monday afternoon before a final stand was made at the water front.

The C. A. Gambrill Company's flour mill B., which had been recently remodeled, was entirely destroyed.

The grain elevators, hay terminals, and railroads were not reached by the fire. The Baltimore & Ohio main office building, also the Pennsylvania Railroad office on Baltimore street, were burned out, and the Spear's Wharf delivery station of the B. & O. R. R., also O'Donnell's Wharf delivery station of the Penna. R. R., were destroyed.

In all, 72 blocks, and about 2,400 buildings were razed, the loss being conservatively estimated at one hundred millions of dollars.

The Chamber of Commerce burned about one o'clock Monday morning, and at 10:30 a. m., while the fire was still raging to the east of their former home, the members met in Rennett's Hotel. Committees were appointed to secure a meeting place, also to arrange for telegraphic facilities, etc., and through the courtesy of the Masonic fraternity on Tuesday morning the members were ready for business in the assembly hall of the Masonic Temple. During that session grain was sold to Europe, notwithstanding the members all had to arrange for new office quarters for themselves, and at a general meeting, authorized the expenditure of a sum not exceeding \$10,000 for the clearing of streets around the ruins of their building in order to expedite its early reconstruction.

Nothing that can be said in this connection will exaggerate the quickness of our grain merchants in recovering their equanimity. While the fire was still burning they were meeting for the purpose of devising methods to go on with their business. The Chamber of Commerce, and with one or two exceptions in the jobbing trade, every grain office was burned, and the business district also gone. These people went into the adjacent section; buildings formerly occupied as private residences and boarding houses were taken, the occupants hastened out to other quarters, and parlors, libraries and bed rooms were quickly taken as offices. The Western Union Postal and Postal Telegraph main offices were destroyed with their switch boards and connections, notwithstanding the Chamber of Commerce promptly got wires into the Masonic Temple and ready to work. The members were distressed and awestricken by the fire, but never lost their nerve or energy, and it is without doubt that this display of determination

did more to strengthen the hearts of the Baltimore business people than any other one instance.—B. M.

## MICHIGAN.

Detroit, Mich.—The Manna Cereal Co. has been adjudged a bankrupt.

Gregory, Mich.—Bullis & Kuhn are repairing and remodeling their eltr. and will soon remove their bean business to Gregory.

Eaton Rapids, Mich.—Strong & Mix have installed an electric motor in the Michigan Central Eltr. and are now operating a part of the machinery.

The Michigan Millers Assn. has obtained the support of the Michigan Manufacturers Assn. for an attempt to pass a state grain inspection law at the next session of the legislature.

## MINNEAPOLIS

Memberships in the Chamber of Commerce are quoted at \$1,950.

Volume of trade in the new oats future market continues good.

It is reported that the Minnesota Grain Co. has succeeded G. B. Gunderson & Co.—I.

The suit of I. L. Corse & Co. against the Minnesota Grain Co., growing out of the transfer of the account of a customer, is being heard.

The Nansen Grain Co. and the Marfield-Griffiths Co. have been sued by O. D. Halvorson to recover \$3,000, said to have been lost in wheat speculation.

D. F. Robinson, formerly in the grain business in Minneapolis, was found dead on the morning of Feb. 8 at the Holmes hotel. He had not been in good health for several months.

The Minnesota Linseed Oil Paint Co. intends building a 12-press linseed oil mill, to supply oil for paint products and a 150,000-bu. flax eltr. The working house will be of steel and tile, with tile storage tanks, and fireproof.

For handling oats the eltr. companies have agreed upon the following schedule of charges: All oats sold in store for cash or future delivery subject to a "loading-out" charge of  $\frac{3}{4}$ ¢ per bu. The "loading-out" charge shall cover a minimum period of five days' free storage from the date of delivery on contract oats, and a minimum period of 15 days' free storage from the date of delivery, when ordered clipped. As between buyer and seller the "loading-out" charge gives the buyer a minimum period of 5 days' free storage on natural oats and a minimum period of 15 days' free storage when ordered clipped. The charge for clipping oats shall be  $\frac{1}{2}$ ¢ per bu., to be paid by the buyer, and  $\frac{3}{4}$  lb per bu. shall be allowed the eltr. as shrinkage for clipping; it being understood that contract natural oats when clipped shall test 36 lbs. If oats are clipped to a heavier test than 36 lbs., the shrinkage shall not be less than  $\frac{3}{4}$  lb. The storage charge on oats shall be  $\frac{1}{4}$ ¢ per bu. for each ten days or fractional part thereof, after the free period.

## MINNESOTA.

Hancock, Minn.—The farmers are organizing an eltr. company.

Stewartville, Minn.—F. C. Thomas has bot the 27,000-bu. eltr. of W. H. Pierce.

Woodlake, Minn.—The Security Eltr. Co. contemplated installing a new gasoline engine.

Ihlen, Minn.—The farmers are building an eltr. at Ihlen.—C. E. Hendrickson, Trent, S. D.

Mankato, Minn.—The Hubbard Milling Co. will build 6 storage tanks, to cost \$50,000, this summer.

Lake City, Minn.—Wm. Wilson has closed his eltr. for the present on account of unfavorable trade conditions.—I.

Ottertail, Minn.—The 35,000-bu. eltr. for the Prairie Eltr. Co. has been completed and a coal shed will now be built.

Seaforth, Minn.—Herbert C. Ferguson, grain buyer at Seaforth, died Jan. 25 at Rochester, where he had gone for treatment.

Duluth, Minn.—The prosecution of Edwards, Wood & Co., on the charge of defrauding shippers, has been continued to Apr. 5.

Worthington, Minn.—A. H. Foote has accepted a position as traveling representative of the Dent Morgan Grain Co., of St. Paul.

Mankato, Minn.—The Hubbard Milling Co. intends building a 50,000-bu. eltr. this summer and also a 2-story building for its offices.

Winona, Minn.—B. E. Colby, of Osage, Ia., has been asking receiving houses for quotations on samples. Is he a regular grain dealer?—I.

Hastings, Minn.—D. L. Thompson has suspended business, owing to a shortage in funds, and farmers are preparing to remove their grain.

Arco, Minn.—P. K. Jensen, mgr. of the eltr. for Jennison Bros. & Co., has resigned his position, his resignation to take effect March 15.

Crookston, Minn.—S. C. Johnson & Co. will remodel their flathouse this summer and install a 15-h. p. motor with feed mill in connection.

Barrett, Minn.—The Farmers' Eltr. Co. incorporated, \$10,000 capital. Incorporators, Reinard Johnson, John K. Lee, Ole K. Alvstad, and others.

Campbell, Minn.—The Osborne-McMillan Eltr. Co. has decided to keep its eltr. open upon petition from the merchants and others to keep it in operation.

Worthington, Minn., Feb. 19.—Much southern corn is coming in here to supply the local demand, as a result of the partial corn crop failure of last season.—C. W. Davis.

Northfield, Minn.—F. H. Shepard is mgr. of the Northfield Farmers' Mercantile & Eltr. Co. and also travels a part of the time for the Minnesota Grain Co., of Minneapolis.—I.

Secy. A. C. Clausen, of the state railroad and warehouse commission, has issued a circular letter to shippers cautioning them to beware of dealers who quote prices above the market.

Duluth, Minn.—Memberships in the Duluth Board of Trade are now considered to be worth from \$1,700 to \$1,800, based on the valuation of the real estate owned by the Exchange. Some 3 or 4 years ago they sold for \$40.

The N. P. Ry. has asked permission from the state railroad commission to close the grain stations at Friesland, Belleprairie and Dopelius until next season as the business does not support the stations between seasons.

Fairfax, Minn.—The mill and eltr. of L. Nichols & Co. burned Feb. 4. Loss, \$37,000; insurance, \$26,000. The plant will be rebuilt in time for the new crop.

The eltr. of the Pacific Eltr. Co. burned Jan. 30. Loss, \$7,000; fully insured. It will be rebuilt at once.

Renova, Minn.—J. F. Powers & Son, and John F. and Lewis W. Powers, individually, have filed a petition in bankruptcy. Liabilities of the firm, \$29,057; assets, \$20,573. Liabilities of Lewis W. Powers, \$1,443; assets, \$6,747, with \$2,215 held to be exempt. Liabilities of John F. Powers, \$523; assets, \$6,868, with \$2,455 said to be exempt. The first meeting of the creditors will be held Feb. 26 at Austin.

Amboy, Minn.—The Amboy Eltr. Co. is in financial difficulties and at a recent meeting of the stockholders it was decided to make an assessment of 100 per cent. and settle outstanding debts, after which it will be decided whether to continue the business. The liabilities are \$5,000, in a mortgage on the eltr., and \$6,000 in unsecured debts, the only asset being about \$500 worth of grain on hand. If any difficulty is found in securing the assessments a receiver will probably be appointed. The eltr. has been closed and no doubt will remain so for the balance of this year, at least. The eltr. itself is mortgaged for its full value, so that should the 150 farmers pay their assessment of \$50 apiece, it would be necessary for them to pay \$5,000 more in order to get clear title to the eltr. The meeting at which it was decided to levy an assessment was attended by less than one-half the stockholders, hence it is not likely that enuf will pay the assessment to enable the company to escape going into a receiver's hands.

Woodlake, Minn., Feb. 17.—The high prices for wheat do not seem to bring it in very fast. The farmers all talk higher prices and are inclined to hold it back, especially those who are not compelled to sell. The price is certainly good for the quality of wheat we have here and a good many farmers realize it. Wheat that is bringing 80 cents, in ordinary years would bring about 40 cents, and that is the quality we have this year, altho not a great amount in the farmers hands for market. Flax is practically all in. Oats have not been marketed from this station before this year but quite an amount has been shipped this season. The barley crop this year has been an increase over other years as has also rye. Corn is being marketed at this station this year, for which we have never had any market for before. We have had an increase this year in all coarse grain, including corn. Spelt has been raised here to some extent but does not give satisfaction for feed and there will be hardly any sowed this spring.—W. N. Cayott, agt. Columbia Eltr. Co.

Arco, Minn.—The books of the Farmers' Independent Eltr. Co. have now been audited and the annual meeting of the stockholders was held Feb. 18. Considerable dissatisfaction has been felt among the stockholders who have been hauling their grain to other dealers and receiving 2 cents per bu. above the market price. They have just found out that Article No. 13 of the by-laws reads as follows: "Any member making a sale or sales to any other dealer than our own company shall make a true report of such sale or sales and pay the assessment to the treas. of the company at his earliest convenience during the current month. Provided further that if, in the opinion of the board of directors and agt., the local dealers are not paying above market price and in case of the company being unable to



handle the grain, no assessment shall be made on grain sold to other dealers. The board of directors shall instruct the treasurer to the amount per bu. he shall assess on all sales made to other dealers." An assessment of 1 cent per bu. has been levied and the above section of the by-laws is being enforced. The stockholders that never read a by-law are the dissatisfied ones now, and they are the ones that were dissatisfied before they had an eltr. that they call their own, and they are the kind that will never be satisfied.

### MISSOURI.

Neosho, Mo.—The eltr. of the Missouri & Kansas Grain Co. burned Feb. 18.

St. Louis, Mo.—The East St. Louis Eltr. has been declared a regular warehouse by the Merchants Exchange.

Joplin, Mo.—The Hanna-Pate Grain Co. incorporated, \$25,000 capital. Incorporators, P. C. Pate, R. C. Hanna, M. E. Pate and Fred Stuckey.

East Prairie, Mo.—E. D. Russell & Son will rebuild the eltr. burned Jan. 14, and on a larger scale than the former house. Building will commence about March 1.

Kansas City, Mo.—The Mutual Grain Co. incorporated, \$10,000 capital, to do a grain commission business. Incorporators, S. H. Pitts, Chas. L. Scott and B. F. Reavis.

St. Louis, Mo.—The congestion of the roads on the east side is still a great drawback to St. Louis' merchants, for it not only prevents them from getting cars by which they can get stuff out, but they likewise experience great difficulty in unloading grain.—E. S.

Unlike the Rialto Grain and Securities Company, which was able to secure the valuable services of Senator Burton in the removal of a fraud order issued by the Postoffice Department against it, the firm of C. S. Allen & Co., St. Louis, has been prompted to depart.

St. Louis, Mo.—The Clifford Banking Co., of Clarksville, Mo., has attached the deposits of the Donovan Commission Co. in 19 banks, on a judgment obtained Jan. 18 on allegation that T. S. McQueen, formerly a clerk, had embezzled and invested \$11,000 with the Donovan concern in wagers on the market.

St. Louis, Mo.—The Nebraska Grain Dealers' Assn., numbering nearly 200, was the guest of the members of the Merchants' Exchange last week. A reception committee, including Ex-Pres. F. R. Ballard, O. A. Orris, Geo. F. Langenberg, T. B. Morton, Roger P. Annan, E. L. Waggoner, M. L. Cochran, John L. Messmore, T. C. Taylor, G. C. Martin, G. L. Graham, S. T. Marshall and Jas. Parrott, looked after the visitors.—E. S.

St. Joseph, Mo.—The Board of Trade recently inaugurated two new and valuable features of the grain trade. The eltr. of the Harroun Eltr. Co., at Elwood, Kan., was declared to be a regular warehouse, and others will be added to the list as soon as practicable, making trades for future delivery practicable. B. R. D. Lacy has been appointed secy. and W. H. Whimble weighmaster and inspector. T. P. Gordon, pres. of the Board, and always a leader in any movement looking to the advancement of the St. Joseph grain trade, has begun the publication of the Daily Price Current. The Board will soon apply for a state charter.

### WILL MEET AT MEXICO.

A meeting of the Grain Dealers Union of Southwest Iowa and Northwest Missouri will be held at Mexico, Mo., March 29. The business sessions will be held at the Montezuma Club rooms.

The dealers will be welcomed by Hon. E. E. Jones, mayor of Mexico. Henry R. Whitmore, assistant secy. of the St. Louis Merchants Exchange, will respond. An address will be made by Pres. D. Hunter, of Hamburg, Ia.

Corn Breeding is the subject of a talk by Professor F. B. Mumford, acting dean of the experiment station, Columbia, Mo.

A paper on Weights in Country and at Terminal Markets will be read by L. Cortelyou, Pres. of the Kansas Asso.

Organization is the topic assigned to F. N. Dunlap, of Ofallon, Mo.

A paper on The Evils of Sack Lending will be read by J. H. Woodriddle, of Boonville, Mo.

A paper on Commission Merchants and their Customers, will be read by E. Picker, of St. Louis, Mo.

Why Grain Dealers Should Organize is the subject of a paper by G. A. Wells, Des Moines, Ia.

St. Louis Weights and Terminals is the subject of a paper by Wm. B. Harrison, St. Louis, Mo.

In the evening a banquet will be held at the Hotel Windsor. J. W. Hill, of Des Moines, Ia., will be toastmaster.

### NEBRASKA.

Deweese, Neb.—D. Holland & Co. have sold out.—I.

Memphis, Neb.—The farmers will build an eltr. in the spring.

Turlington, Neb.—L. E. Plumer contemplates the erection of an eltr.

Hendley, Neb.—Arnold Austin has bot the eltr. of his father, H. F. Austin.

Elgin, Neb.—W. F. Hammond has let the contract for the erection of a 30,000-bu. eltr.

Germantown, Neb.—The Central Granaries Co. will repair its house soon.—Jas. Pearson.

Superior, Neb.—W. F. Niehaus, agt. for the Nye-Schneider-Fowler Co., has been transferred from Goehner to Superior.

Superior, Neb.—W. J. Elliott has bot the interest of the estate of the late J. C. Gilmore in the firm and has succeeded Gilmore & Elliott.

Omaha, Neb.—J. F. Twamley, Son & Co. incorporated, \$150,000 capital. Incorporators, J. F. Twamley, D. G. Dawson, W. V. Bennett and others.

Lindsay, Neb.—A. L. Pomeroy has been transferred from Odebolt, Ia., to take charge of the eltr. of the Trans-Mississippi Grain Co. at this point.

Kearney, Neb.—The Farmers Grain & Livestock Co. has petitioned the court for an order compelling the Union Pacific Ry. to furnish cars to transport grain from the eltr. erected last year.

Omaha, Neb.—A. V. Kinsler & Co., grain brokers and correspondents of Harris, Gates & Co., Chicago, closed their doors Feb. 5, caused by inability to collect margins on short contracts, but expect to pay out and resume business soon.

Sutton, Neb.—The Farmers' Grain & Stock Co. held its annual meeting recently and the old officers and directors were re-elected, and M. May has been retained as mgr. for another year. The company

is considering a proposition to buy the eltr. it is now using, from Milmine, Bodman & Co.

Elgin, Neb.—The eltr. of W. F. Hammond burned Feb. 1 with 17,000 bus. of grain. The cause of the fire is unknown but it is supposed to have started by a hot box in the boot. Loss, \$12,000; insurance, \$1,800. The eltr. will be rebuilt.

Country newspapers at several Nebraska points are much worried over whether or not dealing in options thru the local offices of grain commission firms is gambling. Should the papers make a winning in a bucket shop or an agency thereof, it would surely be gambling, with the chances of 1,000 to 1 against them. If they are dealing in the offices or thru the agencies of responsible members of established grain exchanges, then they are very likely to get what they buy and be required to deliver what they sell, and they will find that, instead of gambling, they have jumped into the grain business on a large scale.

### NEW ENGLAND.

Providence, R. I.—W. A. H. Grant, of Olneyville, has gone out of business.—Hurd Bros.

Boston, Mass.—Geo. F. Reed has been elected a director of the New England Grain Dealers Assn., to succeed Rodney J. Hardy, deceased.

Boston, Mass.—Hugh Hamlin has been employed as permanent corresponding secy. of the New England Grain Dealers Assn. Permanent quarters for the Assn. have been rented in the Chamber of Commerce building. The Assn., which is only 2 months old, already has 130 members and is growing daily.

The New England Grain Dealers Assn. has effected arrangements with the following railroads for the immediate adjustment of overcharges on grain, flour and feed shipped on fast freight line bills of lading: Blue Line, Red Line, West Shore Line, R. W. & O. Line, Interstate Despatch, National Despatch, and the lines running over the Pere Marquette R. R. Qualified arrangements have been made with most of the other fast freight lines. Western carload shippers are urged to obtain regular fast freight line bills of lading for all of their shipments, as such bills of lading mean a great deal more to an eastern buyer, especially one that is buying on a sight-draft basis, than does a local R. R. bill of lading. The Assn. will ascertain in a pretty accurate way what fast freight lines are the worst offenders and take action accordingly. In the main, however, the purpose is for the peaceful solution of these various difficulties, and the response from railroad officials indicates that they are willing to meet the Assn. more than half way.

### NEW JERSEY.

Paterson, N. J.—The Atherton-Wright Feed Co. incorporated, \$50,000 capital, to deal in grain and feed. Incorporators, Frank Atherton, Mary J. Atherton, T. C. Wright and Wayne Dumont.

### NEW YORK.

New York.—Jos. Warren Dusenbery, of H. Dusenbery & Co., died recently.

New York, Feb. 19.—Shippers are still severely handicapped by the general severe weather and a scarcity of cars, and we still urge those who are in a position to move any goods to hurry them right

along while our market is firm, and satisfactory prices prevailing.—Dillenbeck & Miner.

New York.—Oats are scarce owing to the railroad blockade; and those fortunate to get a car delivered are reaping handsome profits.

New York.—Harry S. Stone has been admitted into partnership with Gilbert Plowman, commission merchant in hay, straw and grain. He has been connected with the firm for 12 years.

Buffalo, N. Y.—Some of the railroads propose to issue a non-negotiable bill of lading. A committee has been conferring with the railroad representatives with a view to having bills of lading issued when the grain is ordered forward, whether or not it is loaded, the road assuming all charges that thereafter accrue. The seller can forward the bill of lading to the buyer, who will know that the railroad is responsible for any delay in shipment.

## BUFFALO LETTER.

The following directors of the Mutual Eltr. (formerly Great Northern) Co. have been elected: Charles M. Heald, John A. Middleton, George G. Cochran, John Carstensen, Burns D. Caldwell.

The Chamber of Commerce has agreed to the proposition to advance the pay of most of the employees of the inspection department and very substantial advances from chief inspector down have been ordered.

The grain men are asking the eltrs. to reduce the 10-day charge to single days, which will be another easement to the dealer. As it now stands the eltr. charges  $\frac{1}{4}$ -cent a bu. on every 10 days or fraction of that time the grain is in eltr. The new plan cuts the charges up into 40ths of a cent.

The grain dealers on 'Change have for sometime given themselves a banquet every winter, till it is now quite a firmly-fixed institution. It is again a novelty this winter by the importation of the "beefsteak" style of dinner, which is new here. The affair took place on the 20th and was of the usual jolly and informal character.

The grain coming in is mostly corn, still differing widely as to quality. Some of it is fresh shelled and the cold weather has dried it out so that it is of excellent quality, but there is still quite an amount of it that is very damp and poor in quality, coming nobody knows where from. The inspectors hope that the winter will clean all that stuff up.

Practically all quotation of winter wheat has ceased on 'Change, as so little comes in that there is little more than a nominal price to be had. State wheat has met the demands of the State miller for the most part, especially as he has been able to keep the price well down below western prices. It is now getting away from him, though, and brings a dollar.

The grain-freight war between the New York and Philadelphia lines is quite a paradox to Buffalo shippers. In the first place there is so little export grain here that a struggle over it looks much like a mere exercise in athletics. Besides the cars are so short that the only floating wheat cargo here, which is wanted by New York millers, has been months unloading.

The canal boatmen are watching the approach of their season with much interest. They were very sanguine of an-

other paying season till the rate war opened on the roads and they still believe that they will get all the grain they can carry at fair rates. A few new boats are coming out this year, for about the first time in ten years. Much confidence in the good intentions of the Governor has been obtained by his appointment of such an excellent board of engineers to manage the work of canal enlargement.

The Kellogg Eltr. was to come back into the pool, according to rumor, but eltr. men say that it would be a very queer proceeding so long as the \$100,000 suit of the Kellogg against the pool and the roads for discrimination is pending. This suit has not made much progress, as the Kellogg was nonsuited by the court and has now appealed to the appellate division. If it wins all that the court will do is to declare that there is no nonsuit, when the suit could be started again, for another year.

The reference committee of the Chamber of Commerce, which has been quite inactive for sometime, has lately added several names to its list of outside concerns that the members are not to deal with. Following is the entire list of posted delinquents: M. B. Goff, Dubois, Pa.; Green & Pettibone, Corunna, Mich.; L. C. Daniels Grain Co., Hartford, Conn.; Archbold Mill Co., Archbold, O.; E. M. Small, Yeddo, Ind.; F. J. Lambis, Hepburn, O.; M. L. Orcutt, Burnt Hills, N. Y.; Spencer Grain Co., Minneapolis, Minn.; O. E. Corby, Honeoye Falls, N. Y.; C. P. McDonald, Carthage, N. Y.; J. W. Metzler, Binghamton, N. Y.—J. C.

## NORTH AND SOUTH DAKOTA

Hermosa, S. D.—Mills Bros. have succeeded W. M. Mills.

Groton, S. D.—The Farmers' Grain Co. incorporated, \$200,000 capital.

Eldridge, N. D.—The Occidental Eltr. Co. and a farmers' company will build eltrs. at Eldridge.

Bonesteel, S. D.—F. W. Farnsworth, formerly of Albion, Neb., is agt. for the Updike Grain Co.

Mitchell, S. D.—Ben Palmer has bot the eltr. of the Peavey Eltr. Co. and E. E. Remington will have charge.

Northville, S. D.—The Sleepy Eye Milling Co., of Sleepy Eye, Minn., has bot the eltr. of Linborton & Mariner.

Ward, S. D.—The farmers are talking of building an eltr. next fall. John Duncan is interested.—C. W. Riley.

Wakonda, S. D.—The farmers have organized an eltr. company, of which C. J. Wagner is secy. It will build an eltr.

Burbank, S. D.—A. E. Anderson, formerly of Whalan, Minn., is located here but does not state whether he will continue in the grain business.—I.

Pierpoint, S. D.—A company has been organized by H. G. Raffelson, O. J. Sletten and M. J. Nygaard, which it is reported, will be called the Pierpoint Grain & Lumber Co.

Menno, S. D.—The Mettler Eltr. Co., composed of Chris Mettler and J. J. Decker, who are also separately interested in the grain business, has succeeded Haisch & Co.—I.

Plankinton, S. D.—W. H. Irons, who has a warehouse off the track, finds himself unable to do business with the leading commission firms at terminal markets, as they have requested him not to ship to them.—I.

Aberdeen, S. D.—J. L. McCaull, of the McCaull-Webster Grain Co., has furnished a room at St. Luke's hospital in memory of his son, who died at Aberdeen last summer.

Emery, S. D.—Greig & Zeeman have bot a line of 8 eltrs. operated by the Douglass Eltr. Co., of Worthington, Minn., on the Rock Island road in Iowa. Mr. Zeeman will have charge of the business at Emery, while Mr. Gregg will remove to Iowa to take charge of the new eltrs. of the firm. They take possession of the eltrs. next July.—I.

Sherman, S. D.—The Farmers' Eltr. Co. has been organized with \$10,000 capital, and intends building an eltr. As Sherman already has 4 eltrs. this is meeting with the opposition of the eltr. men; and the mgr. for the Northwestern Eltr. Co., in order to show the farmers that another eltr. is not needed, has offered them the free use of that eltr. for 2 or 3 months. Lasse Vadheim has been elected pres. of the new company and G. A. Grant, secy.

## OHIO.

Toledo, O.—The Grain Dealers Journal is a valuable paper.—East Side Iron Eltr. Co.

Ansonia, O.—G. W. Poling will build a 28x62 ft. addition to his 35,000-bus. eltr.

Springfield, O.—Local shippers have started the Ohio Shippers Assn. to obtain better car service rules.

Cincinnati, O.—Gale Bros. Co., grain and flour merchants, recently suffered loss by fire. Loss, about 40 per cent.; insurance, \$14,000.

Pavonia, O.—Hughes & Ohl have succeeded W. O. Hughes, Geo. Ohl having bot a half interest. The eltr. will be enlarged this spring and a new engine installed.

Centerburg, O.—I would not do without the Grain Dealers Journal for less than \$10 a year. I think each copy is worth at least \$1.—H. W. Updike, mgr. T. D. Updike & Co.

Pavonia, O., Feb. 16.—The present severe freezing weather has given the growing wheat a black eye, and we will need a favorable spring to have a good crop.—Hughes & Ohl.

Oxford, O., Feb. 16.—The present prospect for a good wheat crop in this vicinity is very poor as it got a poor start last fall and the cold, dry weather is killing it out.—McDill & Hidley.

Norwalk, O.—Mead & Woodward are making improvements in their eltr. which will cost about \$2,000. Hopper bins, a 1,000-bu. hopper scale, receiving separator and car loader are being put in, all work to be completed about March 10.

Portsmouth, O.—The Board of Trade has passed resolutions introduced by H. S. Grimes, pres. of the Grain Dealers' National Assn. recommending the passage of amendments to the Interstate Commerce Act now embodied in the Quarles-Cooper bill.—I.

Pataskala, O., Feb. 16.—Have to ship in corn to supply the farmers; it retails at 60 cents per bus. Hay is plenty and of good quality. Have shipped since last Aug., 156 cars, selling for \$10.50 net per ton. The oat crop was light but of good quality. Wheat is about all out of the farmers' hands, paying 95 cents now. Prospect for new crop not good.—Geo. E. Wells.



Jos. Timmons, of Lake View, O., consigned a car of wheat to Toledo, to the order of Storer & Co., of Columbus; and Storer & Co. ordered the wheat turned over to J. J. Coon of Toledo, which was done by the East Side Iron Eltr. Co., to which the car had been delivered. Timmons had made sight draft on Storer & Co., accompanied by the bill of lading, but the draft was not paid, and Timmons brot suit against the East Side Iron Eltr. Co. to recover the value of the wheat, \$600. Judge Barber gave judgment recently in favor of Timmons and against the eltr. company, on the ground that Storer & Co. had no right to sell, not having paid the draft. This decision of the court is questioned. If, as stated, the car was billed to the order of Storer & Co., they had a right to dispose of the grain, irrespective of any arrangements for payment. Timmons ought to have billed the grain to his own order, notify Storer. His suit should have been brot against Storer & Co. for what was due on account.

#### TOLEDO LETTER.

Larue, O.—The Larue Grain & Eltr. Co. has bot the eltrs. of A. M. Burke & Co. at Larue and Greencamp. M. E. Burke is mgr. for the new company.

Toledo, O.—The milling plant of the Toledo Salvage Co. is still disabled on account of the floods of the latter part of last month. The salvage plant proper has again resumed business.

Toledo, O.—The Raymond P. Lipe Co. incorporated, \$200,000 capital, to deal in hay and grain. Incorporators, Raymond P. Lipe, Hugh McFarland, Robert J. McIntosh, W. E. Tompkins and Chester F. Darr.

Toledo, O.—Grain men are receiving as high as 2 dozen inquiries per day from flour mill concerns asking for wheat. These inquiries are met with refusals from the Toledo grain men as the wheat is not to be had. Besides the public eltrs. it is estimated that Toledo mill and private eltrs. have a total on of not more than a half million bus. of wheat and this is being used by the local milling concerns.—D.

#### OKLAHOMA

Lambert, Okla.—E. L. Wilson has made an assignment.

Carrier, Okla.—Farmers are organizing and buying eltrs. at stations all over Oklahoma.—Irving Page.

Jefferson, Okla.—W. C. Tully has succeeded Tully & George, the firm having dissolved partnership.—J. S. W.

Carrier, Okla.—Chas. Goltry, the Gilroy Grain Co. and Randel & Grubb are building eltrs. at Carrier, Carmen and Karoma.

Morrison, Okla.—The Morrison Grain Co. incorporated, \$10,000 capital. Incorporators, Allen Daniels, D. Emmerson, Fred Schroeder and Albert Haidley.

Kingfisher, Okla.—Some of the growing wheat looks good. Upon digging down into the soil it is found that the wheat which does not show much above the ground is alive and has a good, long green sprout. All we need is ordinary spring weather.—J. C. Robb.

#### PACIFIC COAST.

Stites, Idaho.—Neil Neilson, of Kendrick, has succeeded W. W. Glasley as agt. for the Vollmer-Clearwater Co.

San Francisco, Cal.—The Congratulation Club, of which several grain men are members, gave a bachelor dinner Feb. 6 to Edw. L. Smith, of Girvin & Eyre, who is soon to be married; and several bus. of advice were served up to him.

San Francisco, Cal.—At a meeting of the creditors of Bolton, de Ruyter & Co., the offer of 50 per cent. cash, 25 per cent. in 30 days and the remainder in 6 months, without interest, was accepted. It is not too likely that the firm will continue business.

Portland, Ore.—The grain handlers' union is disputing with the stevedores' union the right to truck grain from the dock to the boat. The stevedores want to do the trucking as well as the storing in the hold. The loading of the government transport Dix was delayed Feb. 11 while the rival unions fought.

Millers of Washington will protest against the rates on flour and wheat which have been arranged by the Northern Pacific Railroad to discriminate in favor of Minneapolis. The Hill roads haul Washington wheat to Minneapolis, 1,500 miles, at \$10 per ton, and charge only \$8 per ton on flour 8,000 miles to Hongkong, China.

San Francisco, Cal.—The directors of the Merchants Exchange have recommended for adoption amendments to the rules extending the number of grades deliverable on contracts. The amendments add the following sections: To rule 9 add section 7—In making delivery on time contracts on No. 1 wheat the seller shall have the right to deliver in lots of 2,000 centals, either No. 1 white wheat, No. 1 Sonora wheat or No. 1 Walla Walla red wheat, standard of the Chamber of Commerce of Portland, Ore., to be adopted by the Merchants' Exchange. Should Walla Walla white wheat be delivered, seller must deliver and buyer shall receive and pay for the same at an allowance of 5 cents per cental below contract price. Should No. 1 Sonora be delivered, a like allowance of 1½ cents shall be made. To rule 8 add section 7—Unless otherwise or especially mentioned at the time of making trades, all time contracts for wheat shall be for No. 1 wheat, delivery of same to be made under the conditions of rule 9, section 7. To rule 9 add section 8—Upon thirty days' notice the board of directors may make descriptions of wheat other than those set forth in section 7 of this rule. Deliverance on time contracts for No. 1 wheat and such added grades of wheat can be delivered on contract then in existence; provided, however, that no description of wheat shall be added on which an allowance of more than 5 cents per cental is made.

#### PACIFIC COAST LETTER.

Mr. De Ruyter attributes the shortage to the unauthorized speculations of their cashier, Daniel O'Connell, and their mgr., Richard Genung.

Fresno, Cal.—Heavy rains have fallen here, and plenty of green feed is in sight, just saving thousands of cattle who were on the verge of starvation.

Oakland, Cal.—Johnson Bros. & Crawford, millers, are thinking of incorporating and increasing their present capacity to take care of their rapidly increasing business.

San Francisco.—R. E. Wheelan, who for several years has been connected with the Southern Pacific Milling Co., has en-

gaged in the brokerage business on his own account.

Barley and oats, while not so active, are steady and firmer, and the market has every indication of doing better, especially as rumors of a probable demand by Russia or Japan become more numerous.

San Francisco.—Although by contract the new Merchants' Exchange was to be finished within two years from February, 1903, the work has progressed so rapidly, and so uninterrupted by climatic disturbances, that, long before the end of this year, the building will be ready for occupancy.

San Francisco.—The suit of Louis Horst against E. Clemens Horst, his brother, that has engaged the courts here for several years, has been dismissed by agreement. Horst Bros. were engaged in a large hop and barley business and the suit arose over a disagreement between the partners.

Although we have had heavy rains in California, wheat values are very firm in sympathy with recent advances in Chicago, on account of probable war demands, and because there is not much more grain in this state, than to tide us over for home consumption until the new season.

San Francisco.—Little or nothing will be doing in charters the balance of this season, and a great many ships have sailed away in ballast. Shippers and holders are too far apart in their ideas, to admit of much trading for export to the United Kingdom, although the usual shipments of grain to Honolulu and the Philippines continue.

Salinas, Cal.—Under the direction of the United States Geological Survey, at Washington, D. C., an extensive examination of the water supply of Salinas valley was made with the object in view of ascertaining whether irrigation will be feasible. This valley covers a large and fertile area and would be immensely productive if properly irrigated. The survey is, as yet, incomplete.

San Francisco.—The wheat market for sometime past dragged along in a dull and uninteresting manner. Ships were going abegging for charters—the rains held off, preventing seeding and plowing, and holders were very reluctant to sell in anticipation of a dry year. But, last week, when things looked darkest, the rains came in abundance, dying cattle were saved in the nick of time, and farming operations have been renewed with vigor, and thousands of dollars have been saved to this state.—R. E. W.

#### PENNSYLVANIA.

Johnstown, Pa.—The Johnstown Dry Grains Co. incorporated; \$25,000 capital, to buy and dry spent grains from breweries.

Philadelphia, Pa.—Nathan Sellers, treas. of the Commercial Exchange, died Feb. 17, aged 67 years. Mr. Sellers' health failed 2 years ago and he has recently been confined to his home with grip complications.

Philadelphia, Pa.—The Commercial Exchange and other business organizations are working together to prevent the abolition of the grain rate differential which Philadelphia and Baltimore have had for so many years. A joint meeting of the exchanges was held in the Bourse Feb. 18, to take action.

## SOUTHEAST.

Raleigh, N. C.—E. T. Oliver, who bot the Farina Roller Mills, will build an eltr. and increase the capacity of the plant.

## SOUTHWEST.

New Orleans, La.—In compliance with the request of the Illinois Central Railroad the Board of Trade will make a trial of grain inspection at Harahan.

New Orleans, La.—Robt. McMillan has been appointed chief weighmaster of the New Orleans Board of Trade, and will manage the new weighing department with the assistance of W. A. Gwyn as clerk.

New Orleans, La.—The following have been elected members of the Board of Trade: Geo. B. Ward, A. H. Ross, Jovite Cau, W. S. Palmer, Jos. Newburgher, Dan. J. Sully, A. J. Silverburg, J. J. Lowrey, Herbert Paley, A. Artigue, T. L. Schmidt, B. A. Ledbetter, J. D. Connel and I. T. Preston.

New Orleans, La.—The Board of Trade adopted the following resolution Feb. 10: Whereas, it is the opinion of the grain committee that all bulk grain, whether for export or local consumption, should be subject, when practicable, to inspection by the Board of Trade inspectors on arrival; therefore, be it Resolved, That consignees who are not willing to have all their grain inspected, shall be charged \$3 per car for any special inspection they may request.

## TENNESSEE

Memphis, Tenn.—The Turner-Howell Co. has closed out its business.

Nashville, Tenn.—A number of local grain men are contemplating the erection of eltrs. during the next few months.

Memphis, Tenn.—The Merchants Exchange has adopted resolutions opposing the McCumber bill for federal grain inspection.

Memphis, Tenn.—The White, Wilson & Drew Co. incorporated, \$100,000 capital, to deal in flour, grain and sugar, and has bot out A. B. Treadwell & Co. in these lines.

Memphis, Tenn.—The mill and eltr. of the Cannon-Yates Co. burned Feb. 9. The fire started in the coopeage factory from some unknown cause. Loss, \$60,000; partially insured.

Memphis, Tenn.—It is proposed to combine the Merchants Exchange and other commercial organizations into one body, to be known as the Board of Trade or Chamber of Commerce.

Memphis, Tenn.—The following committees have been named by the directors of the Merchants' Exchange: Grain; S. T. Pease, chairman; J. S. Denyven, W. G. Cannon, Chas. D. Jones and Geo. S. Scruggs. Arbitration; G. S. Poston, chairman; John Manogue, W. H. Moore, S. H. Phillips and John H. Watkins. Appeals; Alexander Allison, chairman; H. H. Maury, Milton H. Price, Jos. Fader and J. A. Austin, Jr. Grain inspection; W. P. Brown, chairman; D. G. Patton, H. H. Maury, Vernon L. Rogers and Arthur R. Sawers. Hay inspection; John Wade, chairman; C. N. Wisner, Thos. B. Jones, Ike A. Chase and H. M. Jay.

Nashville, Tenn.—The contract has been let for the erection of an eltr. at No. Nashville to be operated by Hughes, Green & Co. It will be 200 x 130 ft., situated on the N. C. & S. L. Ry., and have a capacity of 60,000 bus. of grain in bulk,

or 200,000 bus. of sacked grain, and 100 cars of hay. It is to be completed by April 20 at a cost of about \$25,000. A 25-h. p. engine will be installed and the hopper will be so arranged that 1,500 bus. of grain can be taken from the car, weighed, and returned to the car in 15 minutes or after being weighed can be turned into a separate chute and sacked. Scales will also be installed capable of weighing 100,000 pounds.

## TEXAS.

Bartlett, Tex., Feb. 20.—Prospects are good now for grain.—J. T. Reese.

Celina, Tex.—W. A. Robinson has succeeded H. W. Simmons in the grain business.

Waxahachie, Tex.—P. T. Andrews, of Sherman, has been elected mgr. of the Sleeper Grain Co.

Bartlett, Tex.—J. T. Reese and Mr. Kaare will both continue in the grain business for separate account.

San Antonio, Tex.—The warehouse of B. J. Wayer, dealer in grain and hay, was damaged recently by fire. Loss, \$75,000; fully insured.

Houston, Tex.—The suit, brot by the T. H. Thompson Rice Milling Co., for a receiver for the Sheldon Canal Co. was dismissed Feb. 6, on motion of the plaintiff.

Waxahachie, Tex., Feb. 16.—Think oat acreage will be light in this section owing to the "cotton craze." Wheat is doing fairly well but rain would be welcome.—Sleeper Grain Co.

Ft. Worth, Tex.—A fire was discovered Feb. 3 under the floor of the grain house of Elbert G. Rall and did \$1,000 damage before it could be extinguished. The building was insured for \$10,000.

Farmersville, Tex.—The Farmersville Mill & Light Co. incorporated, \$50,000 capital, to maintain a grain eltr. and supply ice and light. Incorporators, H. L. Carver, H. D. Honaker and E. W. Stewart.

Tyler, Tex.—The manager of the Tyler Grain & Commission Co., is A. S. Purvine, formerly mgr. of the Paris Grain Co., which refused to arbitrate a difference before the Arbitration Committee of the Texas Grain Dealers Assn.

## TEXAS LETTER.

Italy, Tex.—Dunaway & Stroud are new grain dealers at Italy.

Childress, Tex.—H. W. Wright has succeeded Wright & Smith.

Hereford, Tex.—W. L. Farwell & Sons have succeeded Higgins & Rice, grain dealers.

The freight war on grain for export business has not as yet affected the local rates to Texas points and may not, but it is understood that trouble is brewing over the old Texarkana situation and that some of the roads are said to contemplate putting other towns in Texas on a parity with Texarkana in the grain rate.

At a recent meeting of the Millers' Assn. at Ft. Worth resolutions adopted condemning the practice of the mills of the state, in mixing rice bran with their corn and wheat bran. Considerable dissatisfaction has resulted from this mixing and in addition it is against the laws of the state of Texas to adulterate food stuffs of any character.

W. D. Hunter and A. L. Quaintance, two Government experts, who are in

charge of the experimental farm work in Texas, visited Dallas this week. These gentlemen are in charge of a large number of farms in the state and say that this year their work will be chiefly devoted to fighting the boll weevil pest in cotton. Altogether over 20 farms have been established in north Texas.

Reports on the wheat crop show that the crop will not be equal to that of last year, tho in some sections of the state there is good prospects; but from talks with the implement people, who are very close to the farmers at this time of the year, it would appear that in many sections of the state the wheat made a poor stand and much area that is usually given over to grain will be planted in cotton. Texas is more than likely to be a heavy buyer of grain during the coming season.—J. S. W.

## WISCONSIN.

Grand Rapids, Wis.—Martin Heimdel has bot for \$80 the old eltr. from the milling company.

Prescott, Wis.—The eltr. of the Wisconsin Grain Co. burned Feb. 8, with several thousand bus. of grain. Loss, \$10,000; insurance, \$5,000.

Newcassel, Wis.—We have a wild buyer here who is buying at crazy prices and loading direct into cars. We have had trouble with such buyers for about 8 years.—F. M. Feindeiser.

Milwaukee, Wis.—The Chamber of Commerce has posted and will adopt a rule similar to that in force at Chicago making hard winter wheat a good delivery on contract at 2 cents discount.

Superior, Wis.—The annual election of the Superior Board of Trade will be held Feb. 25. Beside the regular officers and 3 directors a board of arbitration and a board of appeals are to be chosen.

Oregon, Wis.—Cusick, Richards & Roberts have succeeded Comstock & Cusick, the new firm being composed of J. S. Cusick, R. C. Richards and Owen Roberts. They will deal in grain, seeds and farm implements.

Milwaukee, Wis.—E. C. Wall, candidate for Democratic nomination for President, has retired from Wall, Jackson & Co., grain commission, and the firm will resume its old name, Jackson Bros. & Co. Mr. Wall will probably engage in other business, as silent partner with his son.

Milwaukee, Wis.—The Chamber of Commerce has been granted an order of court against the bondsmen of Edwards, Wood & Co. for the appointment of a referee to ascertain the damages sustained by the Chamber thru the injunctions obtained by the firm but dissolved by the courts.

Superior, Wis.—W. H. Laidley & Co., of Chicago, has opened an office in the Board of Trade building, which will receive full outside and local grain market quotations and have a direct wire to Chicago. D. S. Forgy and J. R. McKinnon will have charge of the Superior office. Laidley & Co. are members of the Chicago Board of Trade and have 80 offices thruout the country, from New York west.

## MILWAUKEE LETTER.

In spite of the depressing conditions mentioned in this correspondence, there are not wanting those who take a cheerful view of the situation.

Iron Ridge, Wis.—Since Ferd. Voelker entered the grain business at this place,



trade has shown a steady increase, and he is said to be making money rapidly. The buying and shipping is done by A. Grabow, Mr. Voelker devoting his attention mainly to other interests.

W. H. Dodsworth, general agt. of the C. M. & St. P. R'y, also believes that the blockade will soon be broken, and he says there is no need for the mills or other local industries to close down for want of transportation facilities. This view is also shared by the N. W. officials. Meanwhile, however, those who have their business practically tied up are not so optimistic.

H. C. Cheyney, the new general agt. of the N. W. road, is very favorably known to Milwaukee grain men, on account of the activity which he displayed while at Omaha in expediting shipments to this and other lake-shore points which originated beyond. He also displayed great energy in getting cars furnished to be loaded at U. P. stations—even at times when they were very scarce. Such work as this finds very hearty appreciation and has turned a great deal of business to his road.

A serious freight blockade still exists in Milwaukee. It is said that there are nearly 2,000 cars in the yards loaded with grain and merchandise of various descriptions, which cannot be moved. The conditions on Lake Michigan have cut off the outlet across the lake to a very great extent, while all the roads from Chicago east are said to be jammed with freight trains. Few empty cars are to be obtained here, even of the open sort for carrying coal, and there does not seem to be any immediate prospect of relief.

Some commission men have been endeavoring to bring about the grinding of macaroni wheat by one or more of the local mills, but the owners of the plants could not see their way to a profit in doing so at the present time. Considerable interest was occasioned by the statement in the Journal that macaroni wheat from Duluth and Milwaukee has been going to Boston for export, but this is thought to be a mistake as far as Milwaukee is concerned, for arrivals of that variety here have been very limited. Probably the reference was to broken lots.

Trade continues to be depressed, and a reflection of this may be seen in the fact that the price of memberships in the Chamber of Commerce is at a low ebb. They are offered at present for \$450 or about \$100 less than sales made not long ago. No transfers are reported, although it is said that Con Corcoran, the pres. of the city council, is about to enter the arena armed with the certificate of the late Fred Kraus. If rumors that have reached the outside world from the council chamber are true, he ought to be able to make things interesting for the boys. However, the latter are not so slow.

With the exception of off-grades, there is a good demand here now for what grain is arriving from interior points. Barley, in particular, sells to excellent advantage, samples of Wisconsin being preferred to those received from other sections. Minnesota and So. Dakota are next in favor. Corn is in active request, even with somewhat increased offerings, and rye has shared in the rapid fluctuations of wheat. If receipts were not so light, taking the average run of the season into account, the grain houses here would feel well satisfied; but there have been so many depressing conditions since the last crop was harvested that Tim Sullivan's inspiring cry of "Cheer

up" no longer echoes up and down the big trading room. He appears to feel the need of a stimulant himself.

H. B. Drayton and Geo. R. Starbuck, doing a mail order business in puts and calls as the Mack Commission Co., and using the words "Bankers and Brokers" on their letter-heads, have been arrested charged with advertising themselves as above contrary to the state bank law. On their circular they gave as references the People's Trust Co., 67 Wis. St., and Geo. B. Markham, Cashier Wis. Trust Co., companies which do not exist. This is one of those "old, old stories" which shows how foolish some people are in giving orders to concerns about which they know absolutely nothing. They are not to be entirely blamed, however; for, as a rule, the reliable commission houses here do not place their card in any publication where it will be seen by prospective investors, and they are unknown not only to the great mass of the public, but also to a large number of grain dealers.

Present conditions emphasize the need of another railroad and also of additional eltr. facilities. In respect to both of these Milwaukee is far behind a larger number of ports and junction points scattered throughout the country than it would be profitable to enumerate. The new line will probably be built within a few months, and there is a magnificent opening here for some one with the capital to build and operate additional eltrs. This is now the first port on the lake with respect to vessel traffic, and there is no reason why it should not be utilized for the shipment east of millions of bus. of grain that goes via other routes, often at a considerably heavier rate of freight. Possibly the hold-ups practiced by certain aldermen on all prospective investors, has deterred them from taking hold heretofore, but, thanks to the grand jury, grafting has now become a dangerous employment.—T.

### Keep Posted on Rates.

Owing to the cut made between Omaha and Chicago by the several lines of road, there have been a number of reductions in both local and river rates from stations in the intermediate territory, and shippers will do well to keep themselves thoroughly posted on these changes.

The Interstate Commerce Law provides that the tariffs affecting any particular point shall be kept on file in a conspicuous place at the station of the railroad company, where they will be readily accessible to shippers; but how far is this statute regarded? Traveling agents not only find that grain dealers are often ignorant of rates in which they are vitally concerned, but also that they have been unable to obtain the information on application to the station agents, who have either lost or mislaid the rate sheets. Any instances of this kind should be taken up, either with the general freight office of the railroad company or with the state association, in order that correction may be made.

Receiving houses are usually careful to post their correspondents on any changes in rates by which they will profit themselves, on account of the increased movements to their market which these will bring about; but shippers should learn to rely on getting such information promptly through the tariffs on file at their station, taking occasion to examine them frequently.

A good working knowledge of comparative rates is one of the factors which con-

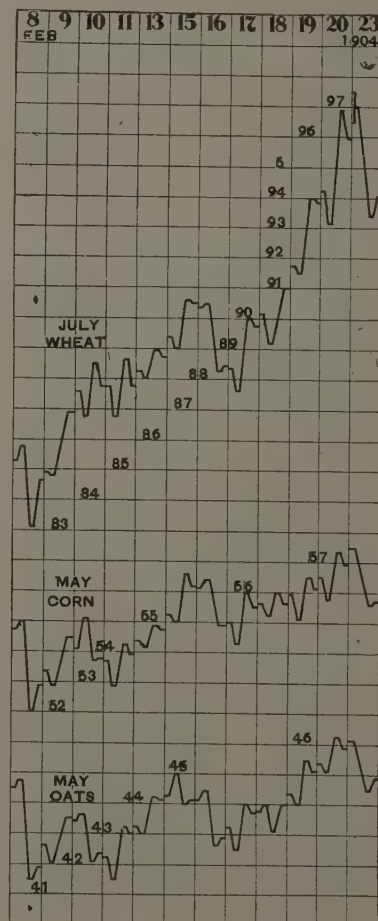
tributes largely to the profitable sale of grain, and taking advantage of favorable changes at the proper time, by turning shipments to the right market, often nets a tidy sum of money to the dealer who keeps himself posted.



## Chicago Prices

The opening, high, low and closing quotations on July wheat for the old contract delivery, and on May corn and oats, at Chicago, for two weeks prior to Feb. 24, are given on the chart herewith.

An error was made in the preceding chart. The course of May corn on Feb. 8 is correctly shown in the chart herewith.



## Starting Gasoline Engines.

Every operator of a gasoline engine whose hardened hands bear emphatic evidence of his own struggles in starting his power plant, will welcome the introduction of a power starter. From Power we learn of a system of storing gas and air in a reservoir by a compressor to be used for hand-timed explosions in starting the engine.

The method has been used by the pipe lines division of the Standard Oil Co. for several years with satisfaction.

"Their engines are all of the same gen-

as it is very necessary that this should be absolutely tight, or a loss of pressure will gradually result. Fig. 2 shows a diagram of the usual connections. To charge the mixture tank in the first place it is necessary to start the engine by hand. When it comes up to half-speed, throw out the ignition, which can readily be done by raising the igniter hook rod from its cam with the right hand; then with the left hand turn the handle of the starting valve to the left, away from the engine, and hold it there. The engine then becomes a compressor drawing in a charge of mixture at each forward

release the igniter hook rod. The spark and explosion follows, giving the engine a good impulse, enough to carry it through four or five revolutions, which is ample for it to pick up its charge in the regular way.

"After one becomes expert in this method of starting, the pressure in the tank will only be lowered four or five pounds for each time of starting. Less than 50 pounds pressure is not usually efficient, and the higher the pressure the surer the start.

"To any man who has worried with a bucking gas engine, trying to start it by main strength and awkwardness, the foregoing method is an undisguised blessing. Experience soon teaches the gas engineer how to care for his engines and avoid most of the troubles incident to all gas engines. But by this method one man can easily start an engine that would be entirely too large to manage in the old way."

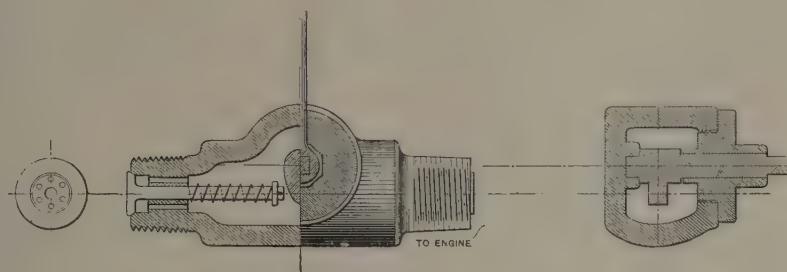
## Bill of Lading Was Forged.

The losses sustained by grain receivers and buyers as the result of the carelessness of country railway station agents has never been carefully estimated, but we feel certain it would run into hundreds of thousands of dollars. Grain shippers and would-be grain shippers at the average country station have access to the railway station agent's office and his blank forms, hence could readily fill in a blank bill of lading, while he was out attending to 15 or 20 of the thousand different duties he has to look after, and the very fact that irresponsible men have taken advantage of their opportunities to forge bills of lading proves the necessity of greater precautions being taken by the railroad companies to protect receivers from being imposed upon. No doubt if this matter were properly called to the attention of the higher officials of every grain-carrying road, rules would be established to surround the company's bills of lading with greater protection.

Philip Geidel, Jr., now of Geidel & Dickson, Pittsburg, in his early day had a very narrow escape from suffering a heavy loss thru accepting bills of lading for two cars of No. 3 white oats from Jas. Ross of Raub, Ind. Ross gave a full description of the grain and assured him that all of the oats in each car was prime, white grain, with the exception of about 50 bushels on top of one car. He asked for \$650 on account and New York draft was quickly sent him.

Nothing was thought about the matter until a few days thereafter Gerstenberg & Kroeschel of Chicago wired Mr. Geidel asking if draft was O. K. It seems that Ross had been trading in Chicago with them and sent the draft to pay his account. This aroused Geidel's suspicion. He investigated and found the company had no such cars as were stipulated in the bills of lading, and that the bills of lading were forged. He immediately wired Messrs. G. & K., to hold the draft and he took the first train to Chicago. After considerable legal proceedings he secured about \$500, having suffered a loss of \$150, besides his own time and expense, all owing to the rank carelessness of a station agent in Indiana.

The Atchison, Topeka & Santa Fe Railroad Co., on Feb. 5, bot 1,000,000 acres of land in New Mexico, on which 20,000 farmers will be induced to settle.



Double Starting Valve for Gasoline Engines.

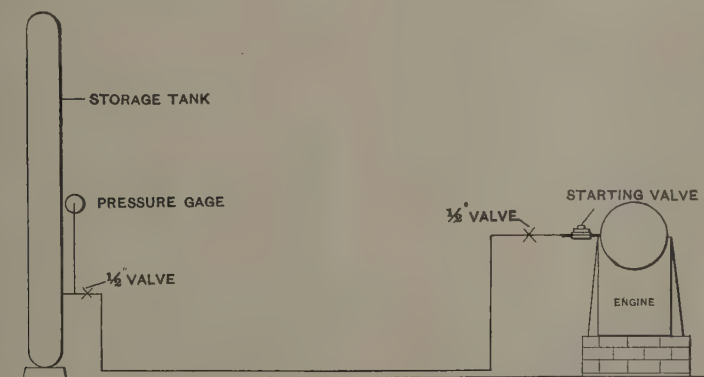
eral type, using the Otto cycle, and governing by varying the mean effective pressure by regulating the quantity of the mixture. All are electrically ignited by a spark dynamo driven by the engine and supplemented by a battery of Leclanche cells for starting.

"The ignition is of the hammer-break type, operated by a drop cam from a gear-driven side shaft, which also operates the exhaust valve and governor. The sparking plug is conveniently located at the back end of the cylinder.

"The only special apparatus used in starting with an explosion of the mixture is a double valve designed especially for

stroke, and driving it into the storage tank on its return, every other revolution. When the engine loses its momentum, let go the handle of the starting valve, drop in the ignition and get up some speed again. Repeat this until the desired pressure is reached. The amount one can realize depends on the condition and proportion of the engine, but 100 pounds is easily reached.

"To start the engine at any time after the tank is charged: First see that the switch is out on both battery and dynamo, open the relief valve on the cylinder to release the compression, and then turn the engine over by hand till



Storage Cylinder and Piping of Gasoline Engine Starter.

this work (see detail drawing). It will be seen from the cut that turning the handle to the right will allow air or mixture to pass to the cylinder, but not from the cylinder; while turning the handle to the left will allow the contents of the cylinder to pass out, but nothing can return. This very simple valve connected to the compression chamber of the cylinder, and by a half-inch pipe to a storage tank, with a valve to shut it off from the starting valve, is all that is needed. A 10-foot piece of 8-inch pipe is used for a storage tank. This is swaged shut at both ends, and has only one half-inch pipe tap for an opening,

it just passes the head center. The igniter hook rod will have dropped off on the cam and the contact points in the sparking plug will then be separated. Now throw the switch in on the battery, close the relief valve, then have a small stick—a hammer handle is good—with this in the right hand, push back on the end of the igniter hook rod till the contact points are together. Hold it firmly and with the left hand pull the starting valve handle to the right. The engine will immediately start slowly with the pressure of the mixture; when it has made about a quarter revolution, let go the starting valve handle, and suddenly



## Supreme Court Decisions

One who employs bankers to make a draft for the price of a shipment, and forward it with the bill of lading for collection, having given the correct data, and not having with him his spectacles, without which he cannot read, is not negligent in signing the draft without having it read.—*Stoner v. Zachary*. Supreme Court of Iowa. 97 N. W. 1098.

The lien of a landlord does not attach to crops shipped out of the state, and the purchaser is not liable, even though he had notice of the lien. The fact that one to whom crops, on which a landlord had a lien, were shipped outside of the state, paid the landlord a portion of the proceeds of the crops, did not alter the principle that the lien did not attach to such crops.—*Ball, Brown & Co. v. Sledge*. Supreme Court of Mississippi. 35 South. 447.

Evidence is admissible to show that the word "notify" in a bill of lading made to "Consignee S., notify J.," is understood and recognized among carriers, and by the carrier having possession of the shipment in question, as indicating that the party thus to be notified is entitled to receive the shipment on presentation of the bill of lading, though not indorsed by the consignee, accompanied by the draft to which it is attached.—*Stoner v. Zachary*. Supreme Court of Iowa. 97 N. W. 1098.

An agreement between a judgment debtor and his creditor—the subject-matter of the judgment being in dispute—submitting without qualification the real right of the matter to arbitrators for decision, includes by necessary implication an agreement to discharge such judgment; and a court of equity, in the absence of some countervailing equity of the creditor, will, at the suit of the debtor, enjoin the inequitable use of such judgment and compel its discharge.—*Jones v. Thomas*. Supreme Court of Wisconsin. 97 N. W. 950.

It was not error to read to the jury an extract from an opinion of the Supreme court wherein it was stated that, where a broker is employed to buy and carry stocks, his relation to the customer is that of an agent, and that the fact that after they have been bought by the broker he is to receive them from the seller, and pay for them mostly with his own funds, and carry them for the customer so long as he keeps the margin good, and that in so carrying the stocks the relation between the customer and broker is a contractual one, does not make the transaction a wagering one, within the statute.—*Post v. Leland*. Supreme Judicial Court of Massachusetts. 69 N. E. 361.

Where a petition for an injunction by a landlord alleged that at the time suit was brought the rent was not due, but that the tenant was insolvent; that he had sold a large portion of the crops grown on the premises, and was feeding from the remainder a large number of cattle and horses which were mortgaged to others for their full value; that the mortgages purported to have been given for purchase money; that the crops were liable to waste, and that there would not be

sufficient property left to satisfy the rent to become due—was sufficient to justify an injunction restraining the tenant from selling or feeding any of the crops subject to the landlord's lien.—*Gray v. Bremer & Strother*. Supreme Court of Iowa. 97 N. W. 991.

Goods were delivered to a carrier for shipment to a point outside of the state. Before the shipment was made the shipper inquired of the agent of the carrier whether it carried goods to that place, and was informed that it did. The carrier issued a bill of lading which indicated the place of destination, and which recited that the carrier received the goods to be forwarded subject to the rules and conditions printed on the regular shipping bills. The place of destination was not on the carrier's line, but on the line of another carrier, with which a joint traffic arrangement existed. Held, that the contract was for through shipment, and under Rev. St. 1889, Sec. 944, the initial carrier was liable for the negligence of the connecting carrier causing injury to the goods, notwithstanding a stipulation in the bill of lading limiting the liability of the initial carrier to its own line.—*Western Sash & Door Co. v. Chicago, R. I. & P. R. Co.* Supreme Court of Missouri. 76 S. W. 998.

Where the apparatus or appliance is furnished by the master, and is not one required to be constructed in the ordinary progress of the work, then the duty rests upon the master to see that such appliance is reasonably safe for the use intended. In such case it is immaterial whether the master manufactures the appliance or whether it is purchased. The principle is the same, and rests upon the natural right of the workman to rely upon such appliance as being what it is represented to be. The master has a better opportunity to know of and test the sufficiency of the apparatus, and his experience as an employer or master better qualifies him than an ordinary employee to pass upon its efficiency. Where the structure, apparatus, or appliances are a part of or incidental to the work being carried on, and the workmen construct them as a part of their employment, the master is relieved from such special supervision, and each employee assumes the risk attending the negligence of fellow workmen in respect thereto. *Fraser v. Red River Lumber Co.*, 45 Minn. 235, 47 N. W. 785; *Marsh v. Herman*, 47 Minn. 537, 50 N. W. 611; *Oelschlegel v. Railway Co.*, 73 Minn. 327, 76 N. W. 56.

The decision of the lower court in the suit of the administrator of Wm. Connors against the Great Northern Elevator Co., of Buffalo, has been reversed by the Supreme Court of New York, 2 of the 5 judges dissenting. While Connors was at work unloading a boat in November, 1901, he was killed by a snatch block which fell because the rope holding it was defective. The decision of the Supreme Court is that: An elevator company, which, for compensation, furnishes a steam shovel and appliance to one desiring to unload a boat load of grain into its elevator and a man to see that they are put up right, having negligently furnished a defective rope in the tackle, which breaks, letting a block fall on one employed in the unloading, is liable therefore.—85 N. Y. Supp. 644.

A railroad company issued a bill of lading agreeing to transport freight to a point which was several miles from the nearest station on its line. At this station

a person who had always made it a practice to carry freight between the station and the point to which the goods in question were consigned took charge of the goods, and carried them to the consignee, with whom he had a special contract as to the price to be charged for carrying such goods. Deducting this price from the through rate charged by the company the remainder was less than the local rate from the point of shipment to the station. Const. Sec. 215, provides that all railways shall transport freight of the same class from and to the same points for the same charges. Held that, notwithstanding the railroad company had no express contract with the person who carried the goods from the railroad station to their destination, nevertheless it was a thru shipment, for which the railroad company was entitled to charge a sum less than the sum of the local rates.—*Southern Ry. v. Commonwealth*. Court of Appeals of Kentucky. 77 S. W. 207.

On the question of warranty of seed, the recent suit of Gardner v. Winter was decided in favor of the dealer by the Supreme Court of Kentucky, which affirmed the judgment of a jury in the Circuit Court of Mason County. Gardner asked for and was shown western German millet; and Winter & Co., not having enough of this seed on hand, ordered from a wholesale seed house in Cincinnati, and had delivered to him 18 bus. in the original packages. Winter & Co. testified that there were 2 qualities of western German millet seed—one grown in the south, which was raised almost entirely for seed purposes; that this seed was cultivated in hills, like corn; and that the seed was sent west and resown, and produced what was known to the trade as western German millet seed to distinguish it from the genuine southern seed; that after the western German millet seed had been resown for several years, it had a tendency to run out and deteriorate, so that it did not produce so luxuriantly as the southern seed. They also introduced testimony to the effect that the seed had germinated all right but that early in June a severe drouth set in, which lasted until November, and that this prevented the millet, a hard crop on land, from growing on thin land like the plaintiff's. The court said "Whether the failure in plaintiff's crop was due to defective seed or was to be attributed to the poverty of his soil, the scarcity of rain, or the other innumerable risks which attend the sower, is hard to determine. Plaintiff's experience is aptly described in the parable of the sower and the seed." The ruling is: Where plaintiff, relying on his own judgment and past experience, bought of defendants, who were dealers in seeds, a specific article, known as "western German millet seed," there was no implied warranty that the seeds would germinate, and produce good crops, nor that they were reasonably fit for the purpose to which they were to be applied. Where plaintiff, relying on his own judgment and past experience, ordered of defendants, who were dealers in seeds, a specific article, known as "western German millet seed," the question, in an action for damages for breach of warranty, whether the seed sold to him actually belonged to that variety, is for the jury.—78 S. W. 143.

Exports of linseed oil-cake during 1903 amounted to 689,630,261 pounds; compared with 573,903,086 pounds for the preceding 12 months.

## Railroad Liable for Damage Done by Locomotive Sparks.

On account of the burning of B. F. Blaker & Co.'s lumber yard, stock and buildings, at Fontana, Kan., in 1901, the firm brot suit against the K. C. Ft. S. & M. R. R. Co. The plaintiff had a steam power elevator located on leased ground of the K. C. Ft. S. & M. R. R., which leased ground extended to lots on which its lumber yard was located. It had piled on this leased ground adjoining its lumber yard about \$500 worth of lumber and had in pile on its own ground about \$3,500 stock of lumber. An engine with a faulty smoke stack set fire in roof of elevator, burning same to the ground. The embers set fire to the lumber in yard and on right of way, causing total destruction.

In the lease with the R. R. Co. for ground for elevator use, plaintiff released company from liability for any loss or damage by fire communicated direct'v or indirectly from locomotives to any buildings or property erected or placed upon rented premises, whether resulting from the negligence of said R. R. Co. or its employees, or from any other cause. Plaintiff brought suit for loss only on its property located on its own lots and off of the right of way of the R. R. Co. For which loss judgment was obtained in the district court. The R. R. Co. carried the case to the Supreme court of the state; and the judgment was affirmed by the following decision:

Kansas City, Fort Scott & Memphis Railroad Company,

vs.  
B. F. Blaker & Company.  
Error from Miami County.  
AFFIRMED.

SYLLABUS, By the Court, Johnston, C. J.

1. Where an insurance company pays to the insured a loss occasioned by the wrong of a third party, and the value of the property destroyed exceeds the amount paid by the insurance company, the insured may bring an action in his own name against the wrong-doer and may recover the full amount of the loss.

2. A dealer in grain and lumber leased a portion of the right of way of a railroad company on which to build an elevator and warehouses, and it was stipulated that the railroad company should not be liable for the burning of property erected or stored on the rented premises. The lessee had other property connected with that on leased premises, which was destroyed by fire negligently set out by the railroad company on the rented premises and which continued from there and burned property not on the right of way. Held, that the fact that the railroad company was exempt from liability for the burning of the property on the right of way and which first caught fire will not relieve it from liability for the negligent burning of the connected property.

3. The placing of structures on the right of way of a railroad company, and which are permitted to remain there with the consent of the company until they are negligently set on fire by a passing locomotive, which fire extends to and burns other and adjoining property, does not constitute contributory negligence on the part of the owner, nor deprive him of the remedy given by law for the negligent burning of property not on the right of way.

4. The fact that fire which destroyed

property originated in sparks from a passing locomotive may be shown by circumstantial evidence, following the rule of Railroad Co. vs. Perry, 65, Kan. 792.

5. A person who has been employed as a locomotive engineer for a long time and who is qualified by experience and observation to understand the operation and effect of spark arresters in locomotives may give testimony as to whether a locomotive equipped with a spark arrester in first-class condition would prevent the escape of sparks or fire from a locomotive sufficient to ignite and burn property on or near the right of way.

All the Justices concurring.

Buckwheat exports during 1903 amounted to 31,702 bus.; compared with 239,203 for 1902.

Malt exports for 1903 were 366,003 bus.; compared with 405,162 bus. for 1902, as reported by O. P. Austin, chief of the bureau of statistics.

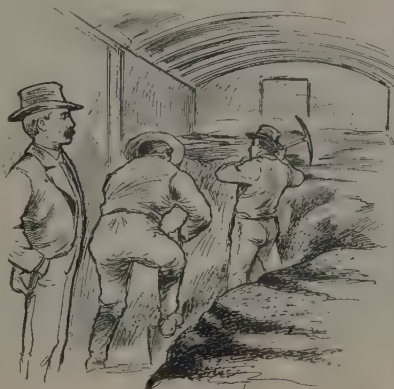
The rice crop of Bengal, India, for the season 1903-4 is expected to be less than a year ago, according to the official report. The estimated gross outturn of cleaned autumn rice is 41,664,800 cwt.; against 47,419,000 in Bengal last year; and the outturn of winter rice is estimated at 273,360,000 cwt.; against 308,483,000 last year.

The flaxseed crop of the United States covered 3,233,229 acres and yielded 27,300,510 bus.; compared with 3,739,700 acres and 29,284,000 bus. in 1902. The decrease in the acreage was greatest in the northwest, the southwest having held its own, Oklahoma reporting an increase from 19,800 to 27,720. The acreage in North Dakota was cut down from 2,160,000 to 1,814,400; South Dakota from 427,500 to 371,925, and Minnesota from 667,500 to 607,425, as reported by the Department of Agriculture.

## Hot Corn. Look Out!

Shippers who are inclined to load out grain during the spring months, especially if the railroad upon which they are located cannot guarantee prompt delivery, should recall to mind the story of the man who shipped 10 cars corn to an Atlantic port several years ago and then went on to witness the unloading.

It is easy to perceive that every stroke of the pickaxe used in removing the corn from the car increased his already great burden of joy. If your corn is not in good condition, do not ship it to a far-distant point over a line which is likely to delay it an interminable period in transit.



Removing Hot Corn From Car.

## Champion Shellers

shell corn economically because they require less power and do not break the kernels. They are rightly named "Champion."

Can't you send for booklet?

R. H. McGRATH, Lafayette, Ind.

**LOOK.** One thousand grain men were made happy (ask anyone of them) last year by using our New Era Passenger Lifts in their grain warehouses. Let us please you this coming season by placing one of them in your new grain elevator. The New Era Elevators are well and substantially built. Will last a lifetime; will more than pay for themselves in one season. They cost scarcely more than a stairway. They save time, work, worry and money. Let us know your wants. Sidney Elevator Mfg. Co., Sidney, O.

## "Gold Bricks of Speculation"

By JOHN HILL, Jr.

Member of Chicago Board of Trade.

A 500 page book in buckram explaining speculation and exposing bucket shop and "get-rich-quick" schemes. A book for the shipper, the farmer, the broker, the investor, the speculator, the lawyer and the student. Copiously illustrated. Price, \$2.18 postpaid.

LINCOLN BOOK CONCERN, Publishers

6 and 8 Sherman St., CHICAGO.

**GET BUSY,**  
keep your  
help  
busy



fill in spare time by grinding feed. It is profitable, too, and doubly so when you use a

**MONARCH**

Feed Mill. Don't think it over too long. Investigate at once, get our catalog, or better still, let us ship you a mill on trial.

**SPROUT, WALDRON & CO.**  
P. O. BOX 260, MUNCY, PA.



### "Don't Push a Good Thing Too Far!"

By A. M. P.

In making preparation for spring planting throughout the Northwest many dealers are beginning to look around for new varieties of seed grain, and there is no doubt but that it pays to give this subject careful attention, for the productiveness of any section depends to a considerable extent upon the kind of seed that is sown. In this respect the Department of Agriculture has rendered invaluable assistance to the producers of the country, and through them to the buyers, while the latter have contributed in no small measure to the success of the farmers by bringing in seed of the best sort, which they sometimes obtain with considerable difficulty.

Last year a large acreage was put into macaroni wheat, and, despite the fact that it has proved this season to be more or less of a drug on the market, indications point to the sowing of that variety in many localities where it has not heretofore been cultivated. In fact, some dealers took the precaution of getting a supply for farmers in their vicinity as far back as the first few weeks of the winter, fearing that later on they might not be able to obtain the quality desired.

In view of the many sterling attributes of macaroni wheat as a "grower," this tendency to extend its circle of cultivation would be regarded with satisfaction by the grain trade at large, were it not for the fact that as yet the market for it is only limited. In its zeal to show results the Department of Agriculture has gone a little too fast. Millers cannot be coerced

into grinding any variety of wheat until there is a sufficient demand for its product to enable them to dispose of the flour at a fair profit; and thus far there has been no rush on the part of consumers to obtain macaroni flour. In fact, the great majority prefer the standard grades; and the dealer who attempted to substitute one for the other would have unpleasant references made to his conduct by more than a few angry housewives.

Then, too, there are a number of reasons why macaroni wheat cannot be purchased by millers on the same basis as other wheat, one of them being the comparatively large waste. Most of the by-products which form a material part of the profit in grinding spring or winter wheat cannot be made at all from the macaroni variety. The demand for macaroni wheat, both for domestic and foreign consumption, appears to be growing rapidly, and it may not be long before it catches up with the production; but meanwhile dealers will do well to go a little slow. Where spring or winter wheat can be grown to advantage it is not good policy to encourage the cultivation of macaroni.

It is in the semi-arid districts of the West that macaroni wheat will prove an undoubted boon, for its yield on dry soil is from two to four times as great as that of ordinary wheat, and it will flourish where the latter cannot exist. With alfalfa, it seems destined to open up lands that could not otherwise support any considerable population, and when this is once done the government officials who are working so tirelessly in the interests of agriculture will find opportunity to introduce other seed of similar characteristics. Let us all boost, where it is cer-

tain to aid in the prosperity of any section of our country; but let us be careful, also, not to be carried away by enthusiasm for any particular cult until its value has been fully demonstrated for the purpose which we have in view.

### Indian Corn in Argentina.

Increasing exports of corn from Argentina in recent years have aroused speculation as to whether this part of South America was likely to become an important competitor of the United States.

A special investigation of the conditions under which corn is grown and exported in the Argentine Republic has been made by Frank W. Bicknell, agricultural explorer, whose observations are contained in an interesting illustrated pamphlet of 48 pages issued by the Department of Agriculture as Report No. 75, and from which the facts given herewith are taken.

Corn is grown in Argentina principally for export, 56 per cent of the crop of 1902 having been shipped abroad; while the United States exported only 8.62 per cent of its crop of 1900. At least 80 per cent of the crop is shipped out of the place where grown, in Argentina; while in Iowa, which had 9,302,688 acres of corn in 1902, only 11 per cent was shipped out of the county where grown.

The corn belt of Argentina lies within 75 to 150 miles of the Parana River, and within the same distance of Buenos Ayres and Rosario. Here the best corn is grown. Corn is grown successfully in a much larger territory, about 575 x 600 miles in extent. In 1902 the acreage reported planted in corn was 4,433,686, in the entire republic.



Plate I.—Loading Grain with Portable "Canaletas" at Rosario, Argentina.

From Bicknell, United States Department of Agriculture.

The rainfall is 31 to 40 inches, which is a little more than in the corn belt of North America, and evenly distributed thru the seasons. Planting may begin as early as Aug. 15; but generally not until Oct. 10; and as late as Jan. 15; but usually it is not considered safe to plant later than Dec. 20. Early planting is favored, as the corn gets the benefit of the hot summer to ripen. In adjoining fields may be seen corn in full tassel and corn just out of the ground.

Check rowers are not used, the corn being drilled in continuous rows about 20 inches apart, and cultivated only one way, a field looking much like fodder corn in the United States. The farmers are learning that better grain is produced by planting farther apart and cultivating both ways.

Yields in the better third of the corn belt are 50 to 60 bus. per acre; and in the rich alluvial lands not more than 70 miles back from the River Plate and the River Parana, the yields run up to 70, 90, and 110 bus. The average yield of the entire crop of 1901 was 24.18 bus. per acre. When modern methods are adopted everywhere the average yield will be doubled or tripled. Until recently corn was simply sown broadcast by hand, and nothing more done to it until it was gathered.

The ripe corn is gathered in the field by men who are paid 8 to 11 cents per sack, and board. In one day a man will gather 8 to 10 bags, each containing about 143 pounds of husked ears. The sacks are carted from the field to a crib made of poles stuck in the ground, in the form of a circle, with wire and cornstalks woven from pole to pole. Shelling is done at the cribs, which contain 1,500 to 8,000 bus. in the ear, and the prices for shelling range from 1½ to 2¼ cents per bu. All corn as well as wheat is shipped to market in coarse burlap bags costing about 10 cents each and containing 150 pounds.

Most of the good land has been parceled out to a few favorites, at various times, in immense tracts; and it has been difficult for a poor man to get a small piece for his own use and occupation. Tenant farming is the rule, and the rent is paid in cash. This tenant system is the curse of the country. Finding that it is a bad place for a man without large capital, many Italian immigrants after working a few months return to the old country and make their next emigration to the United States. Immigration has fallen off, and often more are going out than coming in.

Yellow corn forms 95 per cent of the crop and is practically the only kind exported. It is very much the same as the flint corn of the United States, having a hard, smooth, small kernel, and is valued for feeding and distilling. It is known as "Cuarenton" and "Cincuentino", from the number of days required to begin the formation of ears, 40 and 50. Polenta is the variety used to make meal for table use.

Shipping facilities are inadequate, causing delays and losses. Shippers must nearly always wait some days to obtain cars, which are distributed by towns; and the railway companies generally require the shippers to state what vessel the consignments are intended for before cars will be given them at the county stations. Many 10 and 15-ton English cars are in use; but they are being built larger and several of the principal roads have many 35 and some 40-ton cars. Three

days are allowed for unloading, after which a demurrage charge of \$1.70 accrues. At Buenos Aires the free time is six days, after which the charge is 85 cents per axle, some cars having 2 and others 4 axles. No charge is made for switching. Weighing is 12 cents per ton, and loading on ship 18 cents per ton.

No elevators and few warehouses are to be found in the interior. Public storage for hire is unknown. The farmers could not be persuaded to pay for the use of it, since they have not been educated up to the point of spending 10 cents to save \$2, and they follow the practice of losing the \$2 every time. Grain is generally piled up in bags in the station yards. Under a law which went into effect Sept. 17, 1903, the railroads are compelled to build sheds for grain, but elevators will not be built until it is known more certainly that a given section will produce sufficient grain for a term of years to pay for the investment.

Rosario is, next to Buenos Aires, the greatest shipping point, for export. Other important ports are Bahia Blanca and La Plata. The method of loading ships at Rosario is shown in the 2 engravings herewith. Ships drawing 24 ft. can load at Rosario by lying out in the stream and receiving their cargoes by means of long chutes called "canaletas." Nothing more is required. Plate I shows a portable canaleta, and plate II a permanent canaleta. The building of docks at an expense of \$10,000,000 has been planned; and the work has been undertaken by a company that has been granted a monopoly and will soon stop the cheap loading with chutes. The monopoly has already begun increasing port charges; and grain men contemplate shipping all corn to other points along the high banks of the Parana River on which Rosario is situated, where they can load much cheaper.

Rosario has several terminal elevators, but they have not been in general use for years, as it is claimed the charges were prohibitive. Probably the true reason is that all grain arrived from the interior in sacks, hence there was little use for a bulk elevator, especially since 90 per cent of the exports to Europe went out in sacks.

Elevators are to be erected at Bahia Blanca to replace the present expensive methods of loading by steam winches, by men carrying on board and by endless chains. The elevators will be built by the Great Southern Railway Co., the principal railway of South America, which controls transportation in the best part of Argentina. The practice of loading ships in bulk is gaining favor and will in the course of a few years call for the construction of elevators everywhere. The

(Continued to Page 228.)

## FIRE INSURANCE

### Indiana Millers Mutual Fire Insurance Company

OF INDIANAPOLIS, IND.

### MILLS AND ELEVATORS ONLY

Purely Mutual.

E. E. PERRY, Secretary.

### MILL OWNERS MUTUAL FIRE INSURANCE CO.

Des Moines, Iowa.

Insures Mills, Elevators, Warehouses and Contents. Oldest Flour Mill Mutual in America. Saved to Members nearly \$1,000,000.

J. C. SHARP, Secretary, Des Moines, Iowa.

## Reliable Insurance . . .

On Modern elevators and Contents can be secured at about one-half the rates charged by stock companies by addressing

### MILLERS NATIONAL INS. CO.

205 La Salle Street, CHICAGO, ILL.

Chartered 1865 Assets, \$3,380,676.56  
Net Cash Surplus, \$466,594.95  
W. L. Barnum, Sec'y.

## CONFLAGRATIONS

The large cash surpluses the country has contributed to the Stock Companies has been consumed in one fire at Baltimore. Those companies ask the grain dealer, by the high rate charged, to help create a surplus for conflagrations.

### THE GRAIN DEALERS NATIONAL MUTUAL FIRE INSURANCE COMPANY OF INDIANAPOLIS, INDIANA

does not load the rate beyond the need of paying one policy loss at a time.

C. A. McCOTTER, Secretary.

### MICHIGAN MILLERS

MUTUAL  
FIRE INSURANCE CO.,  
LANSING, MICH.

23 Years  
Successful Business

### 50% DIVIDENDS

Assets . . . \$1,500,000.00  
Losses Paid . . . 1,000,000.00  
Net Cash Assets . . . 260,000.00

INSURES FLOUR MILLS, GRAIN AND ELEVATORS.



strike of freight handlers in January, 1904, no doubt will hasten the introduction of labor saving machinery.

Export grain is inspected by a private individual, who sends his inspectors to the different ports and to the interior, and whose certificate is accepted in Europe and England. Altho the South American republics are free in the creation of public offices and lavish in the distribution of political jobs, Argentina has not seen fit to impose the burden of government inspection on the grain trade.

At Rosario two of the leading firms clean the corn before shipping, to reduce the chance of heating during the voyage across the equator. In one season not a single one of their cargoes went wrong. Another firm dries the corn by hot air. Dry corn that has lain at the seaboard for a few weeks will absorb so much

### Changing Locations—the Best Method.

By Col. S. Rice.

There has been a noticeably increasing tendency among grain dealers during the past few years, to change their locations, with the hope of doing better; but, unfortunately, many have not found their condition improved, and some have wandered from one place to another until they have become veritable nomads. With the approach of spring this migratory movement begins, and it lasts well into the fall. Now the question is, Does it pay? Possibly it does in occasional instances; but it has been the writer's observation—and this extends over a wide field—that the dealers who are most prosperous today are those who have "stuck

Of course, all this is not to imply that a man should fail to take advantage of favorable opportunities to improve his condition. The growth of dairying, truck raising and the like in a constantly increasing number of localities often renders it advisable to remove to other sections where grain is more largely raised for shipment, particularly when the home property can be disposed of to advantage; and in such cases the best results are usually obtained by keeping a close watch on the advertising columns of the Journal. Where the location of an elevator offered for sale is of interest to the prospective buyer, a letter will quickly put him in communication with the seller, and he is thus enabled to "get a line" on one place after another, with no inconvenience to himself. Strange to say, this method is not as generally followed as one might



Plate II.—Loading Grain Down a Permanent Canaletta, or Chute, at Rosario, Argentina.

From Bicknell, United States Department of Agriculture.

moisture that the cargo will ferment, causing heavy loss. In 1901 the total corn crop of Argentina was 84,000,000 bus., of which 47,000,000 bus. was exported.

Broom corn exports for 1903 were valued at \$233,795; compared with \$192,499 for the preceding year.

The wheat crop in the vicinity of Carrier, Okla., reports Irving Page, has been cut short by drouth. Farmers are holding a great deal of wheat.

The Farmers Grain & Livestock Commission Co., which was recently incorporated under the laws of South Dakota, with large paper capital, by Chicago men, will no doubt go the way of its many predecessors that have sought to do away with the middleman, after the farmers have contributed money to start.

it out" through favorable and adverse fortune, at or near the locality where they first started; while the large caravan of "shifters" has passed beyond sight, leaving only an occasional deserter behind.

No doubt conditions are sometimes such as to compel a man to move on, there being no alternative but the prospect of simply "petering out" if he stays; but, with the growth of the associations, the situation has materially altered for the better. Any member of a state or sectional association is now protected against many of the dangers which formerly threatened to drive him out of business or compel him to operate at a loss, and each dealer should avail himself of this protection, when necessary, to the fullest possible extent. At any rate, before concluding to try his luck elsewhere, it would seem to be the part of wisdom to use every means that he has at hand.

suppose. A dealer will write to his commission firms, to friends in different parts of the country, and will make inquiries of traveling men—all of which are good ways in themselves; but the surest method is often totally neglected. There are, in fact, grain men who never look within the columns of a journal devoted to the interests of their line of business. Such are in need of missionary labors on the part of friends in the trade.

Some people make the mistake of presupposing that there is a nigger in the woodpile, of one sort or another, when another dealer advertises his elevator for sale, and they shun the advertising columns on that account; but a little reflection will show the folly of that assumption. Ill health on the part of self or family, a desire to concentrate all of one's capital in some other enterprise, or a hundred and one other legitimate reasons can



be given for wishing to sell out. Of necessity it is all more or less like a horse trade, and some risks must be taken at any time in buying property away from one's home town; but the prudent man can readily find means to assure himself before a binding contract is made.

A natural corollary to watching the advertisements of others is to advertise yourself; but that is too obvious to be enlarged upon. Whatever you do nowadays, the moral is, "Be up-to-date."

## Patents Granted

Seed huller. No. 751,705. Frank A. Wells, Florence, Kan.

Gas and oil engine. No. 750,478. Bernard Musgrave, Heaton, Eng.

Car door fastener. No. 751,495. Edward A. Gauchet, Saugatuck, Ky.

Explosion motor. No. 752,434. Fred-eric Baltzinger, Montbeliard, France.

Starting device for explosive engines. No. 750,318. John W. Swan, Lima, O.

Utilizing exhaust of gas engines. No. 751,472. Robert Dempster, Marietta, O.

Conveyor loading device. No. 751,980. Freeman R. Wilson, Columbus, O., assignor to Jos. A. Jeffrey, Columbus.

Shaking sieve and cleaner therefor. No. 752,448. Wm. D. Gray, Milwaukee, Wis., assignor to Allis-Chalmers Co., Chicago, Ill.

Clover huller. No. 752,421. Wm. N. Rumely and Wm. C. Robby, Laporte, Ind.; said Robby assignor to M. Rumely Co., Laporte.

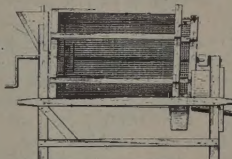
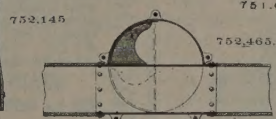
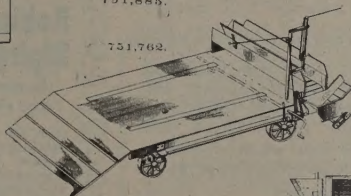
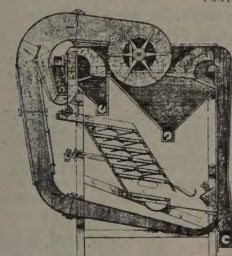
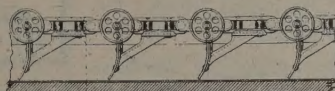
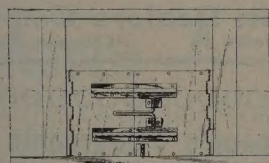
Controlling means for explosion motors. No. 752,627. Walter J. Lloyd, Birmingham, England, assignor half to Wm. Priest, Birmingham.

Valve for internal combustion engines. No. 752,303. Chas. E. Sargent, Chicago, Ill., assignor of three-quarters to Oliver S. Lyford, New York, N. Y., and Chas. W. Hillard, trustee, Chicago, Ill.

Governor for internal combustion engines. No. 752,109. Chas. E. Sargent, Chicago, Ill., assignor of three-quarters to Oliver S. Lyford, New York, N. Y., and Chas. W. Hillard, trustee, Chicago.

Conveyor. No. 751,885 (see cut). Alfred J. Webster, Columbus, O., assignor to Jos. A. Jeffrey, Columbus. The flights are secured to the chain but supported independently. Outside the trough are the tracks on which run the wheels supporting the flights.

Grain elevator. No. 751,762 (see cut). Chas. S. Upham, Odell, Ill. The dump



Internal combustion motor. No. 752,273. Adolf Vogt, West Norwood, England.

Starting device for explosive engines. No. 752,412. Geo. J. Pelstring, Cincinnati, O.

Combined steam and explosion engine. No. 752,619. Wm. D. Gardner, Washington, Pa.

Pea hulling machine. No. 752,256. Wm. F. Pillmore and David Anderegg, West-ernville, N. Y.

Raw liquid fuel measurer for explosive engines. No. 752,181. Anson G. Ronan, Toronto, Canada.

Cooling attachment for internal combustion engines. No. 752,479. John W. Sutton, New York, N. Y.

Carbureting device for explosive engines. No. 751,913. Elwood Haynes and Elmer Apperson, Kokomo, Ind.

Oil gas generator for explosive engines. No. 751,928. Jas. L. Lawrence and Geo. W. Stewart, El Paso, Tex.

rails are tilted by a power driven shaft on which are 2 gear wheels in mesh with a gear wheel on a third shaft. Either of the 2 loose wheels are thrown into engagement with the power shaft by a clutch.

Grain door for cars. No. 751,992 (see cut). Martin W. Nelson, Kent, Minn. Arranged upon the 2 car door sections are duplicate series of keepers. Sliding bolts housed in one series of keepers engage the other series of keepers. A T-shaped lever has its crosshead fulcrumed on one of the door sections.

Exhaust silencer for internal combustion engines. No. 752,386 (see cut). John




**Cover's Dust Protectors**  
RUBBER PROTECTORS, \$2.00  
METAL 1.50  
SENT POSTPAID ON RECEIPT OF PRICE, OR ON TRIAL TO RESPONSIBLE PARTIES. HAVE AUTOMATIC VALVES AND FINE SPONGES.  
**H. S. COVER**  
153 Paris St. South Bend, Ind.

## SPEAR SAMPLE ENVELOPES

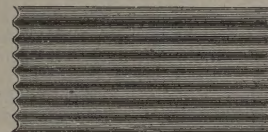
do not burst, break or leak. They deliver grain samples to destination intact and in good condition. Samples upon application.

Manufactured by Heywood Mfg. Co.,  
Minneapolis, Minn.



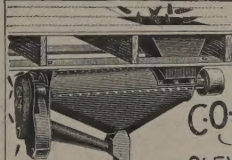
**PERFORATED METAL GRAIN CLEANERS**  
THE ROBERT AITCHISON PERFORATED METAL CO.  
303 305 DEARBORN ST. CHICAGO, ILL.

## We Are Large Manufacturers of Steel Roofing, Corrugated Iron, Etc.



We furnish this material in large quantities for grain elevators all over the country. We also take contracts for doing this work complete.

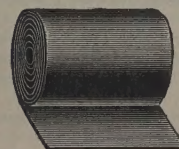
**SYKES STEEL ROOFING CO., Chicago, Ill.**



**TRIUMPH POWER CORN SHELLER**  
**CO. BARTLETT & Co.**  
CLEVELAND O.

## BELTING

FOR  
CONVEYORS  
AND  
ELEVATORS  
ALSO  
Fire Hose,  
Packing, etc.



We furnished the belting for the Pioneer Steel Elevator. Let us figure with you.

**GUTTA PERCHA & RUBBER MFG. CO.,**  
96-98 LAKE ST., CHICAGO.  
**BROWN & MILLER, Managers.**



## DON'T BE AFRAID

to write and get our prices. They won't scare you. Write and get them to-day.

**MILWAUKEE BAG COMPANY, Milwaukee, Wis.**



B. Dunlop and John B. Dunlop, Jr., Dublin, Ireland. A casing contains partitions thru which passes a tube having openings in its side walls on opposite sides of the partition. A baffle is arranged transversely across the tube at the openings.

Grain grading and separating machine. No. 751,696 (see cut). Ferdinand S. and Chas. T. Snively, Marion, Va. The 2 polygonal-sided screens are mounted one within the other in a frame provided with handled side bars and having a hopper at one end and a perforation at the other. The inner screen extends beyond the outer screen and discharges into a spout.

Grain valve. No. 752,405 (see cut). Geo. J. Noth, Davenport, Ia. The gates are formed of 2 disks, which, when the passage is open, are rotated into offsets. For a portion of their periphery the disks are joined by a cylindrical plate. One end of the cylindrical plate and the disks are connected to a diametrically disposed plate. Each of the disks is provided with a hub projected into the opening of the offset.

Grain separator. No. 752,145 (see cut). John B. Cornwall, Moline, Ill., assignor to the Barnard & Leas Mfg. Co., Moline. The grain is fed into the first of 2 air trunks containing a screen shoe from which it is discharged into the second air trunk. Below the point of discharge of grain from the first air trunk a branch air passage leads to the outlet of the fan chamber, the other branch leading into the second air trunk below the point of discharge of grain therefrom, all arranged to form 2 closed air circuits independent of the screen shoe, the shoe operating outside of the air circuits. The settling chamber is connected with the inlet of the fan chamber.

### Government Barnacles.

Nowhere do the politicians mix up with business for the purpose of promoting the business or protecting the people. The sole aim of those in charge of every department which comes in contact with business men seems to be to extort money from them for private gain.

The N. Y. Journal of Commerce brands the Dryden bill now pending before Congress an empty fraud. It says, "the true intent of the bill is to enable insurance commissioners to grab more authority, to levy fees and taxes on more companies. As they grossly misuse the discretionary power they now have, and as the insurance already has been made too expensive by these barnacles, no underwriter of any importance favors the legislation, barring three or four commissioners. In the east the state insurance departments are all in the hands of men who are ignorant regarding insurance technicalities and are incompetent to administer important bureaus unfortunately intrusted to them. Some of them make unnecessary examinations of solvent insurance companies a legalized system of blackmail which has disgraced state supervision in western states."

Wagon tires of 1½ in. width require 40 per cent more power to draw the load than tires of 3 ins.

Glucose exports for the 12 months ending Jan. 1 amounted to 150,779,287 pounds; compared with 104,647,048 pounds for the preceding 12 months, as reported by O. P. Austin, chief of the bureau of statistics.

## Screenings

Fire at Oswego, N. Y., destroyed the Kingsford starch factory, the largest in the world, on the night of Feb. 10. Loss, \$1,000,000. Instead of rebuilding the National Starch Co. will center the manufacture at Chicago.

Imports of beans and peas during the 12 months ending Jan. 1 amounted to 1,023,798 bus.; compared with 1,018,223 bus. during the corresponding months of 1902, as reported by O. P. Austin, chief of the bureau of statistics.

Wheat touched \$5.60 per bu. in Liverpool when the troops of the Emperor Napoleon were marching to Moscow in August, 1812. This was the culmination of the extraordinary heights to which the price was raised during the Napoleonic wars. The only other violent rise in the grain markets during modern times was also a Russian war, the Crimean contest, when the average price for 3 years, 1854-6, was \$2.27 per bu. of wheat. The Franco-Prussian war advanced the price of wheat less than the Russo-Turkish war of 1877, when the rise was 32 cents per bu., on the average above the preceding year. The American Civil War advanced wheat to an average annual price of \$1.63. It is evident that a Russian war will have a greater effect on wheat prices than war involving any other nation; but no violent rise need be looked for until the enemy attacks the Russian commerce from the Black sea grain ports.

The advance in wheat, corn and oats during the last few weeks is not based on an actual scarcity of supplies, as is usually the case when popular bull markets are underway. Instead, it is a fear that there will be a scarcity of the contract grades, but in this connection much depends on which side of the market certain interests are arrayed. For some time, most of the elevator people have been working on the bull side of all the cereals, forcing prices higher by brute force, i. e., buying immense quantities, which, of course, they will want to sell again and naturally enough are not making any effort now to manufacture the usual skin grades of contract stuff, but in due time, when they have sold out, and are arrayed on the short side of the market again, with the public holding the bag, the machinery in the private elevators (hospitals) will be oiled up and there will be a turning out of contract grades that will open the eyes of many. I see visions of this right now.—Edward G. Heeman.



The Bear Realizes War is On.—Zahm & Co.

G. F. Barrett, Pres. H. H. Hill, Manager  
J. V. Metzger, Sec'y and Treas.

**THE METZGER-HILL CO.**  
Receivers and Shippers **Grain and Hay**  
CINCINNATI, OHIO.

### FRANKLIN

## GRAIN RECORD No. 99

is designed especially for use of grain buyers in keeping detailed record of grain bought from farmers. It is made of good paper and bound in heavy manilla cover stock. Size 10½ x 14 inches. Its 100 ruled pages are numbered and at top of each are the following column headings: "Date, Name, Driver, Kind of Grain, Gross, Tare, Bushels, Total Amount Bushels, Price, Amount, Remark."

PRICE, \$1.00.

**Grain Dealers Company,**  
10 PACIFIC AVE., CHICAGO, ILL.

## Gas Engine Books

Operators of gasoline engines who encounter difficulties in the care or operation of gas and gasoline engines will find each of the following books of great assistance.

**THE PRACTICAL GAS ENGINEER,**  
by E. W. Longenecker, M. D., Price, \$1.00.

**THE GAS AND GASOLINE ENGINE,**  
by Norman & Hubbard, Price, \$1.00.

**THE GAS ENGINE HANDBOOK,**  
by E. W. Roberts, Price, \$1.50.

For any of the above address,

**Grain Dealers Co.,**  
255 La Salle St. Chicago, Ill.

## Robinson's Telegraphic Cipher Code (Revised)

Is more extensively used by Grain and Provision Dealers and Millers

than all other codes combined. It is compact, small and can be easily carried in the pocket. It has been revised and fifteen pages added. Every cipher word, quotation and phrase in former editions has been retained. Get the latest edition; by using it your messages will be understood, you will save time and expense. Price, bound in leather, gilt edges, \$2.00; cloth binding, \$1.50. Your name in gilt letters on front cover 25 cents extra.

**GRAIN DEALERS COMPANY**  
255 La Salle St. CHICAGO, ILL.

## Grain Tables for Wagon Loads

Clark's Grain Tables for Wagon Loads are used more extensively by country grain buyers than all other tables combined for finding the number of bushels in any wagon load. It contains nine tables for this purpose and four dockage tables, all printed from heavy faced type, in two colors. Each table gives reductions from 100 to 4,000 lbs., is complete on one page, and is so arranged as to provide an effectual safeguard against errors by inexperienced persons.

The tables show the following reductions: (1) OATS at 32 lbs.; (2) OATS at 33 lbs.; [A table reducing oats to bushels of 35 lbs. will be substituted for the 33 lb. table if desired.] (3) BARLEY, HUNGARIAN GRASS SEED and CORN MEAL at 48 lbs.; (4) SHELLED CORN, RYE and FLAXSEED at 56 lbs.; (5) WHEAT, CLOVER SEED, BEANS, PEAS, and POTATOES at 60 lbs.; (6) EAR CORN at 70 lbs.; (7) EAR CORN at 75 lbs.; (8) EAR CORN at 80 lbs.; (9) TIMOTHY SEED at 45 lbs.

The four dockage tables show the dockage on 60 pound wheat at 1, 2, 3 and 5 pounds dockage. The tables are bound in strong Manila covers. Price, 50 cents. Address

**GRAIN DEALERS COMPANY,**  
255 La Salle Street. Chicago.



## JEFFREY ELEVATORS CONVEYORS

OUR  
MACHINERY  
IS DESIGNED  
TO SUIT  
ANY  
CONDITIONS.

WE CAN  
HANDLE  
MATERIAL  
IN BULK OR  
PACKAGE,  
HOT OR  
COLD, UP,  
DOWN,  
STRAIGHT  
ALONG,  
SIDE-WISE,  
ANY SIZE,  
ANY  
DISTANCE.

SEND FOR  
OUR  
CATALOGUE  
NO. 72.



FOR MILLS,  
FACORIES,  
WARE-  
HOUSES,  
ETC., ETC.

TIME,  
LABOR AND  
MONEY  
SAVED BY  
USING  
OUR  
MACHINERY.

Address  
The  
Jeffrey Mfg.  
Co.,

Columbus, Ohio,  
U. S. A.  
New York.  
Denver.

## Grain Receiving Ledger FORM 33.

Is designed for use by grain buyers who keep individual accounts and is ruled for facts regarding wagon loads received from farmers. Each book contains 200 pages and each page is ruled for records of 39 wagon loads. The pages are numbered and a good index is bound in front part of book. Each page can be used for one or more accounts as desired. The pages are 8x13 inches and ruled with column headings as follows: Date, Article, Gross, Tare, Net, Bushels and Pounds, Price, Debit, Credit and Remarks. The paper used is heavy linen ledger, bound in heavy cloth covers with Russia back and corners. Price \$2.25.

FOR SALE BY

**GRAIN DEALERS COMPANY**

255 LaSalle St., CHICAGO, ILL.

## DUPLICATING SCALE TICKET BOOK

No. 62, is designed especially for country dealers who use scale tickets. It is a book 9x12 inches, check bound in heavy board covers. It contains 200 sheets, 100 white perforated sheets being interleaved with 100 manila sheets. On one side of the white sheets are printed 8 scale tickets, each ticket being printed, ruled and spaced for the following information: Date; Bot off; Price per Cwt; Price per Bu.; Driver on, Off; Gross; Tare and Net Lbs.; Net Bus.; Weigher. It is intended that a sheet of carbon shall be placed between the white and manila sheets, so that altho the weigher tears out a ticket and gives to each driver, he retains a facsimile of each scale ticket given out, 800 tickets in each book, Price \$1.25.

**Grain Dealers Company,**  
255 La Salle Street, Chicago, Ill.

## Grain Dealers' Scale Tickets

This scale book contains 100 pages 8x11½ inches. Each page contains 5 scale tickets and 5 stubs, giving the book a capacity of 500 loads of grain. Each scale ticket is ruled for Number, Date, Load of, From, To, Gross, Tare and Net pounds, Net bushels and pounds, Dollars and Cents, Due to or order and weigher. While the stub is ruled for Hauler, Load of, Number, From, To, Weighed, Date, Gross, Tare and Net pounds, Net...bushels...pounds, Price, Dollars and Fees. It is printed on manila paper bound in heavy board covers and pages are perforated so that tickets can be removed from book quickly and without tearing them.

**Book No. 51, Price 75 Cents.** Address

**GRAIN DEALERS COMPANY,** 255 LaSalle Street, Chicago, Ill.

## TONS to Dollars and Cents

Designed primarily for use of Coal and Hay Dealers. This book of tables shows at a glance the cost of any number of pounds of coal or hay at any price per ton from \$1.00, \$1.25, \$1.75, \$2.00 and so on to \$14.00. It is especially adapted for retailers. It is well printed on good paper, and bound in cloth. It has a marginal index. Size of book 4¼x8¾ inches, 110 pages.

Price \$1.00

**GRAIN DEALERS COMPANY**  
255 LaSalle St. Chicago, Ill.

## BUYERS' RECORD BOOK

No. 375

Is a Record and Memorandum  
Book for the use of Grain Buyers

It is 9½x12 inches, contains 400 pages of heavy paper, bound with board covers, leather back and corners. Each page is ruled into 12 uniform sized squares.

Each square is used to keep a record of each load of grain and affords room enough for the farmer's name, kind of grain, gross, tare and net weights and to figure how much it amounts to at the ruling market price.

PRICE \$2.00

**Grain Dealers Journal**  
255 La Salle St. Chicago, Ill.

## MANUFACTURERS

Contemplating establishing plants  
in the West, should take advantage  
of a location on



THE PIONEER LINE  
WEST AND NORTHWEST OF CHICAGO

which reaches the famous

**WATER POWERS,  
COAL FIELDS,  
IRON ORE RANGES,  
HARD AND SOFT LUMBER  
DISTRICTS**

of the West and Northwest, and affords the  
best means of transportation to the markets  
of the world.

For further particulars apply to

**MARVIN HUGHITT, Jr.,** **E. D. BRIGHAM,**  
Freight Traffic Mgr. Gen. Freight Agt.  
**CHICAGO**

## Auditors, Bookkeepers

and other accountants who  
check over Grain Accounts  
will find Clark's Decimal Grain  
Values an invaluable assistant.  
By its use the labor will be re-  
duced to a minimum, errors  
will be prevented and time  
saved.

Write for Descriptive Circular

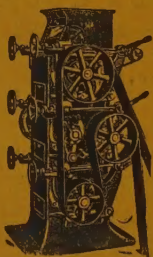
**Grain Dealers Co.**  
255 LA SALLE ST.  
CHICAGO, ILL.

## If You Want to Reach

The Grain Dealers of the Country  
Advertise in the Grain Dealers Journal.



## Corn and Feed Mills



4 Roll and 6 Roll  
Gear or Belt Drive  
for Slow Roll.

**It... Pays** to have one in connection  
with an elevator, and to  
have the **BEST** one.

Ours has no equal in **STRENGTH,  
DURABILITY, EFFICIENCY,  
CONVENIENCE, CAPACITY, and  
QUALITY OF WORK.**

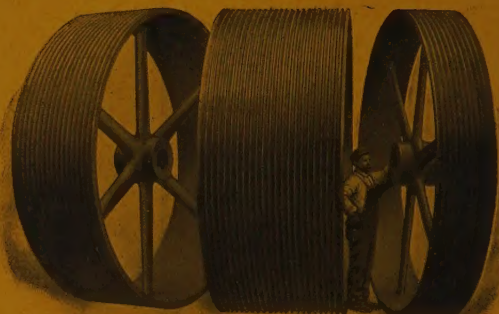
Several Sizes. Prices Very Reasonable.

**Allis-Chalmers Company**

GENERAL OFFICES:

New York Life Bldg., CHICAGO, ILL.

## WEBSTER M'F'G. CO.



MANUFACTURERS OF UP-TO-DATE

**ELEVATING, CONVEYING and  
POWER TRANSMITTING MACHINERY**

Write for Catalogs

GENERAL OFFICE AND WORKS:

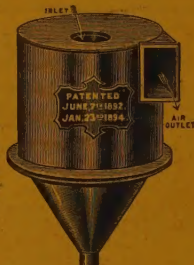
**1075 WEST 15TH STREET  
CHICAGO**

Eastern Branch, 38 Day St., NEW YORK CITY

## What Saith the Rooster?

*Cocka doodle du.  
And the old maid?  
Any dude 'll do.*

The condition here suggested is both critical and unfortunate. Doubtless, however, it could have been avoided had the lady taken advantage of her opportunities. Perhaps you are now in the market for a Dust Collector and an opportunity is offered to get the best. "Any" should not do when you can



**Get Day's Dust Collector**

at a reasonable price.

**H. L. DAY,** 1118-26 YALE PLACE,  
MINNEAPOLIS, MINN.

POSTAL FOR BOOKLET.

## OUR SPECIALTIES

The

Shafting  
Pulleys  
Sheaves  
Sprockets  
Jaw Clutches  
Friction Clutches

Best

Gears  
Hangers  
Bearings  
Collars  
Rope  
Chain  
Belting  
Buckets  
Bolts  
Spouting



Rods  
Bag Trucks  
Scoops  
Perr. Metal  
Conveyors  
Elev. Heads  
Elev. Boots  
Elev. Tanks  
Elev. Supplies  
Of All Kinds

Try

Car Pullers  
Power Shovels  
Trippers, Etc.

Us

REPAIRS OR COMPLETE EQUIPMENTS  
PROMPTLY FURNISHED

**WELLER MFG. CO.**  
CHICAGO

## JUST OUT!

SIXTH EDITION OF

## CLARK'S Car Load Tables

REVISED AND ENLARGED

All of the tables are bound in one volume, showing the following reductions:

Oats (32 lbs.) six tables, 20,000 to 86,000 lbs.  
Corn (56 lbs.) eight tables, 20,000 to 108,000 lbs.  
Wheat (60 lbs.) eight tables, 20,000 to 108,000 lbs.  
Barley (48 lbs.) six tables, 20,000 to 86,000 lbs.

The number of bushels in any weight of grain within the numbers specified above are given in bold-faced type. Pounds are printed in red, bushels in black. By their use all reductions are avoided and errors prevented.

Bound in cloth, Price \$1.50

Bound in leather with marginal index, Price \$2.00

PRINTED AND SUPPLIED BY

**GRAIN  
DEALERS JOURNAL**

255 LA SALLE STREET  
CHICAGO, ILL.